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Census of Business: 1939

WHOLESALE TRADE

Business-Size Groups
and
An Analysis of
Operating Expenses

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UNITED STATES DEPARTMENT OF COMMERCE
JESSE H. JONES, Secretary
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SIXTEENTH CENSUS OF THE UNITED STATES : 1940

CENSUS OF BUSINESS : 1939

WHOLESALE TRADE

BUSINESS-SIZE GROUPS AND AN ANALYSIS OF OPERATING EXPENSES

(Wholesale Merchants and Industrial Distributors)

Prepared under the supervision of
FRED A. GOSNELL
Chief Statistician for Business

UNITED STATES
GOVERNMENT PRINTING OFFICE
WASHINGTON : 1941

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REPORTS ON BUSINESS

CENSUS OF BUSINESS: 1939

Volume I. Retail Trade.
Volume II. Wholesale Trade.
Volume III. Service Businesses.
Volume IV. Construction.
Volume V. Distribution of Manufacturers' Sales.
Special Reports.

LETTER OF TRANSMITTAL

Department of Commerce,
Bureau of the Census.
Washington, D. C., October 20, 1941.

Sir: I transmit herewith a subject report on wholesale trade, issued in connection with the 1939 Census of Business. This report, which is limited to wholesale merchants and industrial distributors, is in two general parts: The first presents the number of establishments, sales, total operating expenses, personnel, and pay roll by business-size groups, or size brackets based upon 1939 sales; the second analyzes total operating expenses into administrative, selling, warehouse, delivery, occupancy, and "other." Data in both parts are by trades or kinds of business.

The Census of Business, taken in 1940 in conformity with the Act providing for the Sixteenth Decennial Census, approved June 18, 1929, covers operations during the calendar year 1939. The facts were collected in 1940 by a complete field canvass of all business establishments in continental United States.

The statistics were compiled under the supervision of Fred A. Gosnell, Chief Statistician for Business, and William A. Ruff, Assistant Chief Statistician. The report was prepared by John Albright, Chief of Wholesale Trade, assisted by William P. McInerny.

Respectfully,

J. C. Capt,
Director of the Census.

Hon. Jesse H. Jones,
Secretary of Commerce.

CONTENTS

CHARTS

	Page
CHART 1.—Number of establishments, sales, and personnel, by business-size groups	VI
CHART 2.—Number of establishments and sales, by business-size groups: 1939, 1935, and 1929	2
CHART 3.—Ratio of operating expenses to net sales, by business-size groups	3
CHART 4.—An analysis of expenses of 1,090 tobacco wholesalers, by business-size groups	4

TEXT

	Page
Introduction	1
Business-size groups	1
Establishments and sales: 1939, 1935, 1929	1
Expense ratio decreases as size increases	2
Employment and pay roll by size	3
Analysis of operating expenses	3
Tobacco trade analyzed	4
Industrial distributors	5
Operating expenses analyzed	5
Description of terms	5
Number of establishments	5
Sales	5
Active proprietors of unincorporated businesses	5
Number of employees	5
Pay roll	5
Operating expenses	5
Administrative expenses	5
Description of terms—Continued.	Page
Operating expenses—Continued.	
Selling expenses	5
Delivery expenses	6
Warehouse expenses	6
Occupancy expenses	6
Other expenses	6
Business-size groups	6
Types of operation	6
Wholesale merchants	6
Industrial distributors	6
Kinds of business	6
Explanation of tables	6
Table 1	6
Table 4	6
Table 5	6

TEXT TABLES

TABLE A.—Number of establishments, sales, and total operating expenses, by business-size groups: 1939	2
TABLE B.—Employment and pay roll by size brackets: 1939	3
TABLE C.—Establishments, sales, expenses, employment and pay roll, by business-size groups: 1939 (industrial distributors)	5
TABLE D.—Analysis of operating expenses, by business-size groups: 1939 (industrial distributors)	5

TABLES

TABLE 1.—United States summary—number of establishments, sales, expenses, personnel, pay roll, and stocks—types of operation and kinds of business for wholesale merchants	8
TABLE 4.—Business-size—wholesale merchants—establishments, sales, expenses, personnel, and pay roll—kinds of business by net-sales size groups—United States summary and by geographic divisions	11
TABLE 5.—Analysis of operating expenses for trades or kinds of business—United States summary and by geographic divisions and cities	58

APPENDIXES

TABLE 4.—Sales and expenses by business-size groups, 1935	100
TABLE 5.—Analysis of operating expenses, 1935	108
SCHEDULE FORM 31.—Wholesale schedule	113

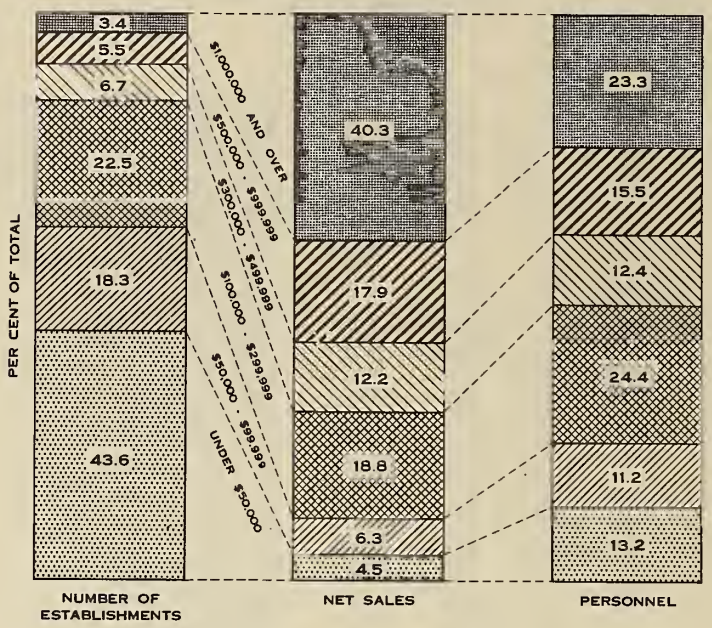
INDEX TO DATA BY TRADES OR KINDS OF BUSINESS

KIND OF BUSINESS	TABLE 4		TABLE 5	
	United States total	Geographic divisions	United States total	Geographic divisions and cities
	Page	*Page*	*Page*	*Page*
Amusement and sporting goods	11	22	58	69
Bicycles and supplies	11	22	58	69
Cameras and photographic supplies	11	22	58	69
Motion-picture equipment and supplies (except films)	11	22	58	69
Motion-picture film exchanges	11	22	58	69
Sporting goods	11	22	58	69
Toys, novelties, and fireworks	11	22	58	69
All other	11	22	58	69
Automotive	11	22	58	69
Automobiles (new and used)	11	22	58	69
Trucks and tractors	11	22	58	70
Automotive accessories and equipment	11	23	58	70
Automotive parts	11	23	58	70
Tires and tubes	11	23	58	70
Beer, wines, and liquors	11	24	58	71
Beer and ale	11	24	58	71
Wines and liquors	11	24	58	71
Chemicals and paints	12	25	58	71
Dyestuffs	12	25	58	71
Explosives	12	25	58	71
Industrial chemicals	12	25	58	71
Naval stores	12	25	58	71
Paints and varnishes	12	25	58	72
Paints with glass and/or wallpaper	12	25	59	72
All other	12	25	59	72
Clothing and furnishings	12	26	59	72
Clothing and furnishings (general line)	12	26	59	72
Men's and boys'	12	26	59	72
Women's and children's	12	26	59	73
Furs, dressed, and fur clothing	12	27	59	73
Millinery and millinery supplies	12	27	59	73
Shoes and other footwear	12	27	59	73
Coal and coke	12	27	59	73
Drugs (general line)	12	28	59	74
Service wholesalers (without liquor)	12	28	59	74

KIND OF BUSINESS	TABLE 4 United States total	TABLE 4 Geographic divisions	TABLE 5 United States total	TABLE 5 Geographic divisions and cities
	Page	*Page*	*Page*	*Page*
Drugs (general line)—Continued.				
Service wholesalers (with liquor)	12	28	59	74
Drugs and drug sundries (specialty lines)	13	28	59	74
Proprietary medicines	13	28	59	74
Toiletries	13	28	60	74
Drug specialties and sundries	13	28	60	74
Dry goods (general line)	13	29	60	75
Dry goods (specialty lines)	13	29	60	75
Hosiery and lingerie	13	29	60	75
Notions	13	29	60	75
Piece goods	13	29	60	75
General line	13	29	60	75
Cotton	13	29	60	75
Silk, linen, rayon, and velvet	13	30	60	75
Woolen and worsted	13	30	60	75
Other	13	30	60	76
Other dry goods specialties	13	30	60	76
Electrical goods	13	31	60	76
Electrical merchandise (general line)	13	31	60	76
Apparatus and equipment	13	31	60	76
Wiring supplies and construction materials	13	31	60	76
Radios and equipment	13	31	60	77
Refrigerators and equipment (household)	14	32	61	77
All other	14	32	61	77
Farm products—raw materials	14	32	61	77
Cotton	14	32	61	77
Grains	14	32	61	77
Hides, skins, and raw furs	14	33	61	78
Horses and mules	14	33	61	78
Livestock	14	33	61	78
Tobacco (leaf)	14	33	61	78
Wool and mohair	14	33	61	78
All other	14	33	61	78
Farm products—consumer goods	14	33	61	78
Dairy products	14	33	61	7
Dairy and poultry products	14	34	61	78
Poultry and poultry products	14	34	61	79
Fruits and vegetables (fresh)	14	35	61	79
Fresh fruits only	14	35	61	79
All other	15	36	61	79
Farm supplies	15	36	62	80
Feed	15	36	62	80
Fertilizer	15	36	62	80
Seeds	15	36	62	80
All other	15	36	62	80
Furniture and house furnishings	15	36	62	80
China, glassware, and crockery	15	36	62	80
Floor coverings	15	37	62	80
Furniture (general line)	15	37	62	80
Furniture (household)	15	37	62	81
Furniture (office)	15	37	62	81
House furnishings (except as specified)	15	37	62	81
Musical instruments and sheet music	15	37	62	81
Groceries (general line)	15	37	62	81
Not sponsoring cooperative or voluntary groups	15	37	62	81
Groceries and foods (specialty lines)	15	38	62	81
Breakfast cereals	15	38	62	81
Canned foods	15	38	62	82
Coffee, tea, and spices	15	38	62	82
Coffee roasting and spice grinding	16	38	62	82
Confectionery	16	39	63	82
Fish and sea foods	16	39	63	82
Flour	16	40	63	83
Fruits and vegetables (frosted)	16	40	63	83
Meats and provisions	16	40	63	83
Other food and grocery specialties	16	40	63	83
Hardware	16	41	63	84
General line (with industrial department)	16	41	63	84
General line (without industrial department)	16	41	63	84
Specialty lines	16	42	63	84
Jewelry	16	42	63	84
Jewelry (general line)	16	42	63	84
Clocks and watches	16	42	63	84
Diamonds and other precious stones	16	42	63	84
All other	16	42	63	85
Lumber and construction materials	16	42	63	85
Builders' supplies (general line)	16	42	63	85
Lumber	17	43	63	85
Lumber and millwork	17	43	64	85
Millwork	17	43	64	85
Brick, tile, and terra cotta	17	43	64	85
Cement, lime, and plaster	17	43	64	86
Glass	17	43	64	86
All other	17	44	64	86
Machinery—equipment—supplies	17	44	64	86
Commercial equipment and supplies	17	44	64	86
Office machines and equipment	17	44	64	86
Restaurant and hotel supply houses	17	44	64	86
Garage and filling station equipment	17	44	64	86
Machinery—equipment—supplies—Con.				
Commercial equipment—Continued.				
Soda fountain equipment and supplies	17	44	64	87
Store machines	17	44	64	87
Store fixtures and equipment	17	45	64	87
All other	17	45	64	87
Farm and dairy	17	45	64	87
Dairy equipment	17	45	64	87
Farm implements	17	45	64	87
Farm machinery and equipment	17	45	64	87
Industrial machinery, equipment, and supplies	17	45	64	87
Industrial (general line)	17	45	64	87
Belting, hose, and packing	18	45	64	87
Construction (except road building)	18	45	64	88
Road building	18	45	64	88
Machine tools	18	46	64	88
Mine and mill supplies	18	46	64	88
Oil well supply houses	18	46	65	88
Power plant and power transmission	18	46	65	88
Printing and lithographing (except paper)	18	46	65	88
Rope, cordage, and twine	18	46	65	89
Textile	18	46	65	89
Used machinery and equipment	18	46	65	89
All other	18	47	65	89
Professional equipment and supplies	18	47	65	89
Dental supply houses	18	47	65	89
Religious supply houses	18	47	65	89
School equipment and supplies	18	47	65	89
Surgical, medical, and hospital	18	47	65	90
All other	18	48	65	90
Service equipment and supplies	18	48	65	90
Barber and beauty supply houses	18	48	65	90
Laundry and dry cleaning	19	48	65	90
Tailors' supplies	19	48	65	90
Undertakers' supplies	19	48	65	90
Upholsterers' supplies	19	48	65	90
All other	19	48	65	91
Transportation equipment and supplies	19	49	65	91
Aircraft and aeronautical	19	49	65	91
Railroad	19	49	65	91
Marine	19	49	65	91
Other	19	49	65	91
Metals and metal work (except scrap)	19	49	65	91
Building metal work	19	49	65	91
Iron and steel products (general line)	19	49	65	91
Iron and steel products (semi-finished)	19	49	66	91
Iron and steel products (flat)	19	49	66	91
Wire and wire products	19	49	66	92
Iron and steel finished products (not elsewhere classified)	19	49	66	92
Copper	19	49	66	92
All other	19	49	66	92
Paper and its products	19	49	66	92
Wrapping or coarse paper and products	19	49	66	92
Printing and writing papers	20	50	66	92
Stationery and stationery supplies	20	50	66	93
Wallpaper	20	50	66	93
Petroleum and its products	20	51	66	93
Plumbing and heating equipment, and supplies	20	51	66	93
Plumbing and heating (general line)	20	51	66	93
Heating (including stoves and ranges)	20	51	66	93
Plumbing fixtures, equipment, and supplies	20	52	66	94
All other	20	52	66	94
Tobacco and products (except leaf)	20	52	67	94
Waste materials	20	53	67	94
Iron and steel scrap	20	53	67	94
Junk and scrap (general line)	20	53	67	95
Waste paper, rags, and rubber	20	54	67	95
Non-ferrous metals	20	54	67	95
All other	20	54	67	95
All other products	21	54	67	95
Books, periodicals, and newspapers	21	54	67	95
Flowers and nursery stock	21	55	67	96
Forest products (except lumber)	21	55	67	96
General merchandise	21	55	67	96
Leather and shoe findings	21	55	67	96
Leather goods	21	56	67	96
Oils and greases (animal and vegetable)	21	56	67	96
Optical goods	21	56	67	96
Textiles and materials (other than dry goods)	21	56	67	97
Yarns	21	56	68	97
Miscellaneous kinds of business	21	56	68	97

WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS: 1939

CHART 1. NUMBER OF ESTABLISHMENTS, SALES, AND PERSONNEL, BY BUSINESS-SIZE GROUPS



BUSINESS-SIZE GROUPS (BASED UPON NET SALES)	ESTABLISHMENTS		NET SALES		PERSONNEL	
	Number	Percent of total	Amount (add 000)	Percent of total	Number	Percent of total
Total	92, 794	100. 0	$19, 418, 547	100. 0	912, 548	100. 0
$1, 000, 000 and over	3, 154	3. 4	7, 817, 324	40. 3	212, 700	23. 3
$500, 000–$999, 999	5, 047	5. 5	3, 482, 371	17. 9	141, 736	15. 5
$300, 000–$499, 999	6, 195	6. 7	2, 376, 989	12. 2	113, 208	12. 4
$100, 000–$299, 999	20, 943	22. 5	3, 658, 798	18. 8	222, 907	24. 4
$50, 000–$99, 999	16, 971	18. 3	1, 213, 777	6. 3	101, 752	11. 2
Under $50, 000	40, 484	43. 6	869, 288	4. 5	120, 245	13. 2

WHOLESALE TRADE: 1939

BUSINESS-SIZE GROUPS AND AN ANALYSIS OF OPERATING EXPENSES

Introduction

This is one of a series of subject reports presenting the findings of the 1939 Census of Business, a part of the Sixteenth Decennial Census. This report, which is limited to wholesale merchants and industrial distributors, consists of tables 4 and 5 of the wholesale series together with a brief analysis of the data, a description of terms, and an explanation of tables.[1]

In table 4, wholesale establishments are classified by size brackets—size based upon 1939 sales—and for each size bracket the number of establishments, sales, total operating expenses, personnel, and pay roll are shown separately. Table 5 subdivides total operating expenses into administrative, selling, delivery, warehouse, occupancy, and "other." The tables present data by trades or kinds of business for the country as a whole and, insofar as possible without disclosure of individual operations, for each kind of business by geographic divisions. In table 5, data are also presented for cities of more than 500,000 population.

Wholesale merchants and industrial distributors were selected for treatment in this study because of their similarity, their homogeneity within trades, and because one or both are found in every kind of business. Their importance is apparent from table 1, which presents summary information first for all types of wholesale establishments, followed by the two types under consideration by kinds of business. Together they account for 46 percent of the number of establishments and 35 percent of the sales of all wholesale establishments.

The data, which were collected in 1940 in a field canvass covering the entire continental United States, cover operations for the year 1939. This is the fourth of a series of wholesale censuses covering the years 1929, 1933, 1935, and now 1939.

Business-Size Groups

Wholesale merchants and industrial distributors maintained 92,794 establishments or places of business in the United States in 1939. Of this number 3,154, or 3.4 percent, reported sales of a million dollars or more for the year. Total sales of these million-dollar houses amounted to $7,817,324,000, or 40.3 percent of the dollar volume of all wholesale merchants and industrial distributors. In contrast, 40,484 establishments, or more than 40 percent of the total, each reported sales of less than $50,000 for the year, but their combined dollar volume represented only 4.5 percent of total net sales. The million-dollar establishments provided employment for 212,700 persons, or 23.3 percent of the total number, while personnel of the less-than-$50,000 establishments numbered 120,245, or 13.2 percent of the total. Stated differently, the million-dollar establishments contributed only 3.4 percent to the number of houses, 40.3 percent of sales and 23.3 percent of the personnel, while those less-than-$50,000 accounted for 43.6 percent of the houses, but only 4.5 percent of sales and 13.2 percent of the personnel.

Houses with sales of $500,000–$999,999 accounted for 5.5 percent of the total number of establishments, contributed 17.9 percent of sales, and employed 15.5 percent of the total personnel; those with sales of $300,000–$499,999 contributed 6.7 percent of the establishments, 12.2 percent of sales, 12.4 percent of personnel; and those in the $100,000–$299,999 bracket, 22.5 percent of the establishments, 18.8 percent of sales, and 24.4 percent of the personnel.

Establishments and sales: 1939, 1935, 1929.—Chart 2 compares number of establishments and sales by size brackets for the years 1939, 1935, and 1929. The total number of wholesale merchants and industrial distributors increased from 76,590 in 1929 to 79,333 in 1935, and 92,794 in the most recent census. Generally speaking, the number of establishments in the upper size brackets—brackets with the larger dollar volume of sales—decreased between 1929 and 1935, and then increased from 1935 to 1939. For example, 6.7 percent of all houses were in the million-dollar class in 1929, compared with only 3.0 percent in 1935 and 3.4 percent in 1939. Likewise, the number with sales from $500,000 to $999,999 dropped from 8.8 percent of the total in 1929 to 5.0 percent in 1935 and then rose to 5.4 percent in 1939. The number of establishments with sales of less than $50,000, on the

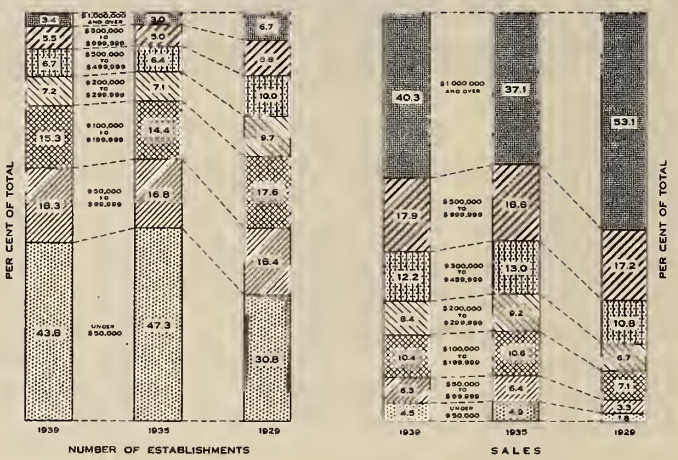
[1] Table 1 presents number of establishments, sales, total operating expenses, personnel, pay roll, and stocks by types of operation and kinds of business for States and principal wholesale trade centers. A separate report has been issued for each State. Tables 2 and 3 are contained in an employment and pay-roll report. Table 2 presents monthly employment data, and the number of employees by sex; while employment and pay roll are analyzed for one week of 1939 by occupational groups (executives, office and clerical employees, salesmen, warehousemen, and "other employees") in table 3.

other hand, increased in terms of the total from 30.8 percent in the first census to 47.3 percent in 1935, then decreased to 43.6 percent in the recent census year.

In evaluating the shifts between size brackets from one census to another, it should be remembered that no account is taken here of changes in the general price level. Sales are in terms of dollar volume and each establishment is classified by size according to its sales during the census year.

WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS: 1939

CHART 2. NUMBER OF ESTABLISHMENTS AND SALES, BY BUSINESS-SIZE GROUPS: 1939, 1935, AND 1929



BUSINESS-SIZE GROUPS (BASED UPON NET SALES)	1939			1935			1929 [1]		
	Number of establishments	Net sales		Number of establishments	Net sales		Number of establishments	Net sales	
		Amount (add 000)	Percent of total		Amount (add 000)	Percent of total		Amount (add 000)	Percent of total
Total	92,794	$19,418,547	100.0	79,333	$14,817,041	100.0	76,590	$27,231,823	100.0
$1,000,000 and over	3,154	7,817,324	40.3	2,367	5,490,696	37.1	5,147	14,460,830	53.1
$500,000–$999,999	5,047	3,482,371	17.9	4,006	2,753,153	18.6	6,737	4,677,083	17.2
$300,000–$499,999	6,195	2,376,989	12.2	5,038	1,929,714	13.0	7,635	2,939,643	10.8
$200,000–$299,999	6,717	1,641,459	8.4	5,614	1,364,065	9.2	7,414	1,813,678	6.7
$100,000–$199,999	14,226	2,017,339	10.4	11,389	1,606,085	10.8	13,513	1,933,223	7.1
$50,000–$99,999	16,971	1,213,777	6.3	13,389	951,984	6.4	12,586	910,592	3.3
Under $50,000	40,484	869,288	4.5	37,530	721,344	4.9	23,558	496,774	1.8

[1] Includes 2,262 importers whose sales amounted to $1,808,523,826.

Although the small number of establishments in the million-dollar-and-over size bracket accounts for a very large portion of the total dollar volume, this portion appears not to have increased during the past decade. Comparisons are qualified by the fact that allowances cannot be made for changes in the price level which resulted in many establishments shifting from one size bracket to another, but the portion of total sales accounted for by the million-dollar houses dropped from 53.1 percent in 1929 to 37.1 percent in 1935, then rose to 40.3 percent. Sales for the $500,000–$999,999 bracket increased from 17.2 percent of the total dollar volume in 1929 to 18.6 percent in 1935, and then dropped to 17.9 percent in 1939. At the other extreme, sales of the less-than-$50,000 houses increased from 1.8 percent of the total volume in 1929 to 4.9 percent in 1935, then dropped to 4.5 percent in 1939.

Expense ratio decreases as size increases.—One of the most significant analyses made possible by table 4 is a study of total operating expenses in relation to dollar volume of sales. Generally speaking, operating expenses per dollar of sales decrease as annual sales increase. As shown in the accompanying table, total expenses of the under-$50,000 houses amounted to 21.7 percent of sales, the highest ratio of all size brackets in 1939. From the high of 21.7 the expense ratio decreased consistently with an increase in size to 8.9 percent for the $2,000,000-and-over establishments. Expenses for all size brackets averaged 13.7 percent of sales.

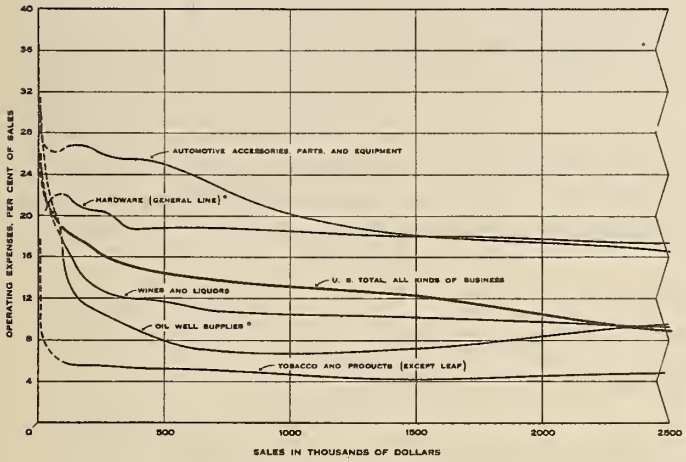
TABLE A.—NUMBER OF ESTABLISHMENTS, SALES, AND TOTAL OPERATING EXPENSES, BY BUSINESS-SIZE GROUPS: 1939

BUSINESS-SIZE GROUPS (BASED UPON NET SALES)	Number of establishments	Net sales	TOTAL OPERATING EXPENSES	
			Amount	Percent of sales
Total, all establishments	92,794	$19,418,547,000	$2,662,646,000	13.7
$2,000,000 and over	1,102	5,025,212,000	445,878,000	8.9
$1,000,000–$1,999,999	2,052	2,792,112,000	344,558,000	12.3
$500,000–$999,999	5,047	3,482,371,000	470,112,000	13.5
$300,000–$499,999	6,195	2,376,989,000	353,329,000	14.9
$200,000–$299,999	6,717	1,641,459,000	264,246,000	16.1
$100,000–$199,999	14,226	2,017,339,000	361,367,000	17.9
$50,000–$99,999	16,971	1,213,777,000	234,397,000	19.3
Under $50,000	40,484	869,288,000	188,759,000	21.7

While it is true in general that expenses per dollar of sales decrease as size increases, the rule does not hold good for all trades. In the tobacco trade, for example, the lowest expense ratio appears in the $1,000,000–$1,999,999 bracket (see chart 3) and for oil well supply houses the $500,000–$999,999 bracket is lowest. Eliminating establishments with sales of less than $50,000, a study of table 4 for the country as a whole shows that, of the 172 kinds of business into which all wholesale merchants and industrial distributors are classified, expense ratios for 85 decline rather consistently as size increases. For 52 kinds of business the ratio to size is variable, and for 18 trades the lowest ratio is found in one of the medium-size brackets. Due to the small number of establishments involved, no definite trend could be determined for 17 kinds of business.

WHOLESALE MERCHANTS: 1939

CHART 3. RATIO OF OPERATING EXPENSES TO NET SALES, BY BUSINESS-SIZE GROUPS



* INCLUDES HARDWARE WHOLESALERS HANDLING WINE AND OIL SUPPLIES

BUSINESS-SIZE GROUPS (BASED UPON NET SALES)	OPERATING EXPENSES (PERCENT OF NET SALES)					
	Total all kinds of business	Wines and liquors	Oil well supply houses [1]	Tobacco (except leaf)	Hardware (general line)[1]	Automotive accessories, parts, and equipment
United States total	13.7	11.0	10.5	4.9	18.2	24.8
$2,000,000 and over	8.9	9.4	9.5	4.8	17.3	16.5
$1,000,000–$1,999,999	12.3	10.2	7.2	4.2	18.0	18.1
$500,000–$999,999	13.5	10.8	7.0	5.1	18.7	22.4
$300,000–$499,999	14.9	12.0	8.9	5.2	18.6	25.4
$200,000–$299,999	16.1	12.9	10.7	5.6	20.2	26.1
$100,000–$199,999	17.9	15.2	12.4	5.6	21.0	26.8
$50,000–$99,999	19.3	18.7	19.6	6.2	22.0	26.1
$10,000–$49,999	21.4	21.1	24.2	7.4	20.4	26.6
Under $10,000	26.0	24.9	31.4	17.7	--------	30.2

[1] Includes industrial distributors as well as wholesale merchants.

Employment and pay roll by size.—Like total operating expenses, pay roll, when expressed as a percentage of sales, decreases as annual sales increase (see table B). Pay roll amounted to 10.3 percent of sales for the under-$50,000 size bracket but decreased consistently as size increased to 4.4 percent for the over-$2,000,000 houses. Average annual earnings per employee, on the other hand, increased with size, from $1,050 in the lowest bracket to $1,948 for the $2,000,000 houses. Generally speaking, larger houses pay higher salaries, on the average, but their total pay roll per dollar of sales is lower.

TABLE B.—EMPLOYMENT AND PAY ROLL BY SIZE BRACKETS: 1939

BUSINESS-SIZE GROUPS (BASED UPON NET SALES)	Number of proprietors	Number of employees	PAY ROLL		
			Amount	Percent of sales	Average annual pay roll per employee
Total, all establishments	66,534	846,014	[1] $1,358,626,000	7.0	$1,606
$2,000,000 and over	224	112,859	219,892,000	4.4	1,948
$1,000,000–$1,999,999	653	98,964	184,397,000	6.6	1,863
$500,000–$999,999	2,060	139,676	245,073,000	7.0	1,755
$300,000–$499,999	2,778	110,430	184,631,000	7.8	1,672
$200,000–$299,999	3,744	85,429	135,151,000	8.2	1,582
$100,000–$199,999	9,242	124,492	182,586,000	9.1	1,467
$50,000–$99,999	12,562	89,190	117,681,000	9.7	1,319
Under $50,000	35,271	84,974	[1] 89,215,000	10.3	1,050

[1] Revised.

In studying the influence of size upon costs, it should be remembered that there are other factors affecting expenses such as location of establishment, lines of merchandise handled, services performed, customers served, sales area covered, credit policy, legal form of organization, etc. The effects of these various factors may tend to offset one another where the number of establishments is large. The influence of one or more of them may become apparent, however, in individual instances. For example, operating expenses of establishments in the smallest size bracket frequently are lower per dollar of sales than for those with slightly larger dollar volume of business. This may be explained in part by the inclusion of a relatively large number of proprietor-owned establishments in the smaller brackets, as operating expenses do not include allowances for the services of active proprietors.

Table 4 is presented first for the country as a whole by kinds of business, following which, each kind of business is analyzed by size brackets. Under each size bracket as much detail as possible is given by geographic divisions without disclosing individual operations. From the size analysis by geographic divisions the general location of the different size houses may be determined for each trade or kind of business.

Analysis of Operating Expenses

Table 5 presents an analysis of total operating expenses by functional divisions for the various kinds of business into which wholesale merchants and industrial distributors are classified. Total expenses for each kind of business are analyzed to show administrative, selling, delivery, warehouse, occupancy, and "other" expenses separately. The analysis is limited to establishments whose sales during the year 1939 amounted

to $100,000 or more. Like table 4, table 5 is presented for the country as a whole by kinds of business, following which, data for each kind of business are given in as much detail as possible by geographic divisions. Data in table 5 are also presented for the 14 largest cities, the District of Columbia being treated as a city.

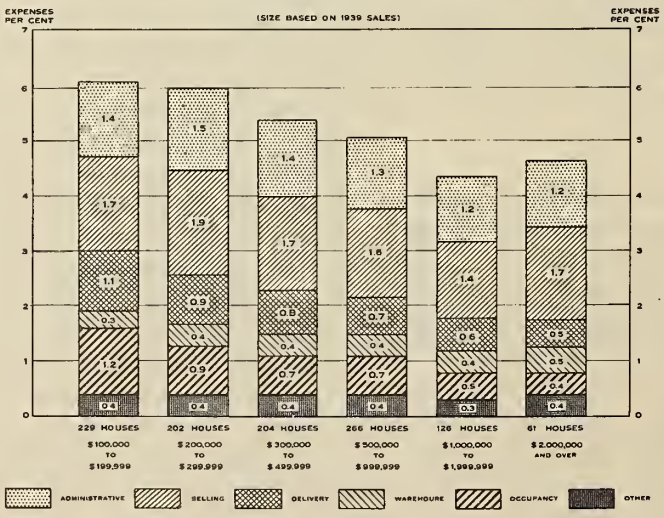
As an aid to an understanding of costs by size of house, total expenses for a number of kinds of business are analyzed by size brackets in the United States summary tabulation. For 28 kinds of business the following size bracket analysis is given: $100,000 to $199,999, $200,000 to $299,999, $300,000 to $499,999, $500,000 to $999,999, $1,000,000 to $1,999,999, and $2,000,000 or more. For some trades it was necessary to telescope size groups or to eliminate the size analysis entirely.

Tobacco trade analyzed.—An analysis of expenses carries significance when considered in connection with a given kind of business. To illustrate the use of table 5, the tobacco trade is selected and the results are presented graphically in chart 4. Of the 1,730 tobacco wholesalers with sales for the year 1939 amounting to $100,000 or more, 1,090 analyzed their expenses to show administrative, selling, delivery, warehouse, occupancy, and "other" expenses separately. Sales of these 1,090 establishments totalled $723,441,000 for the year, and their operating expenses amounted to $35,783,596, or 4.9 percent of sales. Stated differently, it cost tobacco distributors $4.90, on the average, to market a representative bill of goods amounting to $100. The $4.90 was divided as follows: $1.30 for administrative, $1.60 for selling, 70 cents for delivery, 40 cents for warehousing, 60 cents for occupancy charges, and 30 cents to cover miscellaneous expenses.

The 1,090 tobacco wholesalers were classified by size groups as follows: 61 with sales of $2,000,000 and over; 128 in the second size bracket ($1,000,000–$1,999,999); 266 in the third ($500,000–$999,999); 204 in the fourth ($300,000–$499,999); 202 in the fifth ($200,000–$299,999); and 229 in the $100,000–$199,999 group. The expense ratio was lowest, 4.4 percent, in the $1,000,000 to $1,999,999 bracket, and highest, 6.1 percent, in the $100,000 to $199,999 group. Except for the largest bracket, expenses decreased with an increase in size. Principal economies resulting from larger size are found in lower administrative, selling, delivery, and occupancy expenses. Warehousing and miscellaneous expenses remained fairly constant for all size brackets. Expenses per dollar of sales were higher for the $2,000,000-and-over bracket than in the $1,000,000 to $1,999,999 group. The increase appeared for the most part in selling costs which rose from $1.40 per $100 of sales in the smaller size bracket to $1.70 per $100 in the $2,000,000-and-over houses. Selling expenses consist for the most part of salesmen's salaries and advertising.

WHOLESALE MERCHANTS: 1939

CHART 4. AN ANALYSIS OF EXPENSES OF 1090 TOBACCO WHOLESALERS BY BUSINESS-SIZE GROUPS



BUSINESS-SIZE GROUPS (BASED UPON NET SALES)	Number of establishments	Net sales (add 000)	OPERATING EXPENSES (PERCENT OF NET SALES)						
			Total	Administrative expenses	Selling expenses	Delivery expenses	Warehouse expenses	Occupancy expenses	Other expenses
Total	1,090	$723,441	4.9	1.3	1.6	0.7	0.4	0.6	0.3
$2,000,000 and over	61	198,659	4.7	1.2	1.7	.5	.5	.4	.4
$1,000,000–$1,999,999	128	176,920	4.4	1.2	1.4	.6	.4	.5	.3
$500,000–$999,999	266	184,274	5.1	1.3	1.6	.7	.4	.7	.4
$300,000–$499,999	204	79,820	5.4	1.4	1.7	.8	.4	.7	.4
$200,000–$299,999	202	49,964	6.0	1.5	1.9	.9	.4	.9	.4
$100,000–$199,999	229	33,804	6.1	1.4	1.7	1.1	.3	1.2	.4

Industrial Distributors

Of the 92,794 establishments covered in this report, 1,471 are classified as industrial distributors and 91,323 as wholesale merchants. The 1,471 industrial distributors are classified by size according to 1939 sales in table C and for each size bracket the number of establishments, net sales, operating expenses, number of active proprietors of unincorporated businesses, number of employees, and pay roll are given. These 1,471 houses are classified by size brackets as follows: 141 with sales of $1,000,000 or more; 249 in the $500,000–$999,999 bracket; 213 in the third bracket ($300,000–$499,999); 231 in the fourth bracket ($200,000–$299,999); 355 in the fifth ($100,000–$199,999); and 282 with sales of less than $100,000 for the year. The 390 houses each with sales of $500,000 or more contributed 71.2 percent of all sales for industrial distributors.

Operating expenses per dollar of sales were highest for the under-$100,000 group, 20.1 percent, and lowest in the $300,000–$499,999 bracket, 16.1 percent. Houses with sales of $500,000 or more had slightly higher operating expenses per dollar sales than those in the $300,000–$499,999 classification.

TABLE C.—INDUSTRIAL DISTRIBUTORS—ESTABLISHMENTS, SALES, EXPENSES, EMPLOYMENT, AND PAY ROLL, BY BUSINESS-SIZE GROUPS: 1939

BUSINESS-SIZE GROUPS	Number of establishments	Sales (add 000)	OPERATING EXPENSES		Active proprietors and firm members	Number of employees	Pay roll (add 000)
			Amount (add 000)	Percent of sales			
Total, all establishments	1,471	$729,650	$121,687	16.7	183	40,242	$71,011
$1,000,000 and over	141	347,805	58,076	16.7	12	19,935	34,990
$500,000–$999,999	249	171,931	28,551	16.6	8	9,253	16,640
$300,000–$499,999	213	81,952	13,184	16.1	29	4,143	7,461
$200,000–$299,999	231	58,296	9,759	16.7	21	2,957	5,395
$100,000–$199,999	355	53,146	8,799	16.6	69	2,797	4,743
Under $100,000	282	16,520	3,318	20.1	44	1,156	1,782

Operating expenses analyzed.—The functional analysis of operating expenses of 718 industrial distributors is given in table D. In general, administrative, delivery, and occupancy expense ratios decrease with an increase in size, while warehouse expenses increase with size. Selling expenses remain fairly constant.

TABLE D.—INDUSTRIAL DISTRIBUTORS—ANALYSIS OF OPERATING EXPENSES, BY BUSINESS-SIZE GROUPS: 1939

BUSINESS-SIZE GROUPS	Number of establishments analyzed	Sales of establishments analyzed (add 000)	OPERATING EXPENSES (PERCENT OF NET SALES)						
			Total	1	2	3	4	5	6
Total	718	$511,050	17.7	5.7	5.5	1.1	2.0	2.1	1.3
$1,000,000 and over	114	283,966	17.2	5.3	5.7	.9	2.4	1.9	1.1
$500,000–$999,999	172	118,260	18.0	6.2	5.4	1.1	1.6	2.1	1.6
$300,000–$499,999	130	49,978	18.1	6.4	5.3	1.2	1.4	2.3	1.5
$200,000–$299,999	120	31,708	19.3	6.7	5.4	1.3	1.7	2.7	1.5
$100,000–$199,999	182	27,138	19.5	6.6	5.8	1.5	1.5	2.7	1.4

1—Administrative expenses.
2—Selling expenses.
3—Delivery expenses.
4—Warehouse expenses.
5—Occupancy expenses.
6—Other expenses.

Description of Terms

Number of establishments.—The number of establishments as shown in this report represents the number of places of business of wholesale merchants and industrial distributors engaged primarily in marketing goods. Each place of business of organizations operating more than one house is counted separately.

Sales.—The term "sales" or "net sales" is used to include total receipts from the sale of merchandise and from other sources in the normal operation of the business. Sales taxes, if any, are included. The value of goods returned by, or allowances made to, customers has been deducted.

Active proprietors of unincorporated businesses.—The number of active proprietors includes owners or partners of unincorporated businesses devoting the major portion of their time to the operation of the business. Although they are actively engaged in business, their number is not included in the count of employees nor is their compensation included in pay roll. Executives and salaried officers of corporations are classified as employees, not as proprietor-owners.

Number of employees.—This term represents the average number of full-time and part-time paid employees including executives and salaried corporation officers. The average for the year is obtained by totaling the number reported monthly (for the pay-roll period ended nearest the 15th of each month) and dividing by 12. Active proprietors and firm members of unincorporated businesses are not included in the count of employees.

Pay roll.—Pay roll is the total compensation (salaries, wages, bonuses, and commissions before deductions for social security, insurance, dues, etc.) of employees during the year. Compensation of executives and of salaried officers of corporations is included, but not withdrawals of proprietor-owners of unincorporated businesses.

Operating expenses.—Total operating expenses, sometimes referred to as "overhead expenses," include all expenses incurred during the year 1939 by the reporting establishment. It covers pay roll as well as other expenses incurred in the operation of the business but not the cost of merchandise sold; nor does it include compensation of owners of unincorporated businesses. Total expenses are subdivided into administrative, selling, delivery, warehouse, occupancy, and "other" expenses.

Administrative expenses.—This classification includes the general administrative expenses not chargeable directly to any other division. In general, it includes executives' and officers' salaries and expenses; office salaries; superintendency; office supplies and stationery; postage, telephone and telegraph; professional services (legal and auditing); taxes (local and State), except income and sales taxes; depreciation (furniture and fixtures); dues, subscriptions and donations; collection expenses; etc.

Selling expenses.—Direct expenses incurred in selling the merchandise are included here. Provision was made for showing delivery expenses, as defined below, separately. Selling expenses include such items as salesmen's salaries, commissions,

and bonuses; salesmen's traveling expenses; advertising; and insurance and depreciation on salesmen's automobiles.

Delivery expenses.—Delivery expenses include costs incurred in transferring the merchandise from the warehouse or other place of storage to the customer, such as outward freight, express, parcel post, trucking, and insurance on merchandise being delivered.

Warehouse expenses.—Here are included the costs of operating the warehouse or stockroom, such as salaries of warehouse employees, boxing and packing costs, etc.

Occupancy expenses.—This group includes all expenses arising from the use and maintenance of the premises and the store buildings, fixtures, and equipment. It includes maintenance labor, heat, light, power, and water. Where the premises are not owned, rent is included. Respondents owning the premises which they occupied were instructed to include such items as building repairs and supplies, insurance and taxes on building, and depreciation on building. No establishment was included in the analysis of operating expenses unless an amount appeared under this inquiry.

The proper distinction between warehouse and occupancy expenses was in many cases difficult to make. Particularly was this true where all the activities were housed in one building and where it was necessary to allocate expenses. Also, the question of yard storage was somewhat confusing, as some respondents included such costs under warehouse expenses while others considered them as "occupancy." For most kinds of business, however, the amount of overlapping represents a minor portion of the total for either classification.

Other expenses.—Included here are those operating expenses not classified above, such as interest on bank loans, losses from bad debts, etc.

Business-size groups.—In this report the size of an establishment is measured in terms of net sales. Where comparisons are given with previous years the size of a house is determined according to its sales during each year; hence a house may shift from one size bracket to another between censuses. The following size brackets are used in presenting the results in table 4:

Group number:	*Business-size group*
I	$2,000,000 and over.
II	$1,000,000 to $1,999,999.
III	$500,000 to $999,999.
IV	$300,000 to $499,999.
V	$200,000 to $299,999.
VI	$100,000 to $199,999.
VII	$50,000 to $99,999.
VIII	$10,000 to $49,999.
IX	Under $10,000.

Types of operation.—Of the 39 types of operation included in the Census of Wholesale Trade (see table 1) only two, wholesale merchants and industrial distributors, are analyzed in this report.

Wholesale merchants.—This functional-type classification is a subdivision of a larger group referred to in other census reports as "service and limited-function wholesalers." Wholesale merchants are usually known as "wholesalers," but the term is used here in the more restricted sense to cover service wholesalers performing their functions primarily in the domestic market. They are merchant middlemen who sell principally to retailers or to industrial, commercial, and professional users. They buy and sell merchandise on their own account; carry stocks in their places of business; assemble in large lots and redistribute, usually through salesmen, in smaller quantities; extend credit to customers; and render advice to the trade. In some lines of business, particularly where the merchandise is of a perishable nature or derived from unstandardized production, wholesale merchants also perform the functions of grading and standardization.

For census purposes no distinction is made between "wholesale merchant" and "jobber."

Industrial distributors.—Industrial distributors are distinguished from wholesale merchants by the fact that they sell primarily to industrial users rather than to retailers. For census purposes, the term is limited to establishments dealing in a more or less complete line of equipment and/or supplies and materials for mines, factories, oil wells, contractors, public utilities, and industrial users. They are found in the following kind-of-business classifications: hardware; machinery, equipment, and supplies; plumbing and heating equipment and supplies; and miscellaneous trades.

Kinds of business.—Each establishment is classified by kind of business (drugs, groceries, hardware, etc.) according to the principal line of merchandise handled or the usual trade designation. All establishments are divided into 28 major kind-of-business groups. These 28 groups are further classified into 172 detailed kinds of business. A complete list of the kinds of business for wholesale merchants and industrial distributors is found in table 1.

Explanation of Tables

Table 1 presents, in summary for the United States, the number of establishments, net sales, total operating expenses, personnel, pay roll, and stocks for each of the 39 types of operation into which all wholesale establishments are divided, following which, wholesale merchants and industrial distributors are analyzed by kinds of business. A study of this table reveals the importance of the two types covered in this report as compared with all classes of wholesale establishments.

Table 4.—The number of establishments, net sales, total operating expenses, personnel, and pay roll for the various kinds of business or trades in which wholesale merchants and industrial distributors appear are given by business-size groups (size based upon net sales in 1939) in table 4. To assist in the use of the data, operating expenses are also expressed as a percentage of net sales. Data are presented by size brackets, first for the United States as a whole by kinds of business, following which, each kind of business is analyzed in as much detail as possible by geographic divisions. A maximum of nine business-size groups, as outlined below, are used in presenting the results:

Group number:	*Business-size group*
I	$2,000,000 and over.
II	$1,000,000 to $1,999,999.
III	$500,000 to $999,999.
IV	$300,000 to $499,999.
V	$200,000 to $299,999.
VI	$100,000 to $199,999.
VII	$50,000 to $99,999.
VIII	$10,000 to $49,999.
IX	Under $10,000.

The number of size brackets varies with the kind of business according to the number of establishments involved, the objective being to present as much information as possible without disclosing information for any individual concern.

Table 5 analyzes total operating expenses of wholesale merchants and industrial distributors by functional divisions. For purposes of this tabulation each wholesale merchant or industrial distributor whose sales in

1939 exceeded $100,000 was requested, wherever possible, to report administrative, selling, delivery, warehouse, occupancy, and "other" expenses separately. As a number of houses whose sales exceeded $100,000 during the year were unable to classify their accounts into six functional divisions, the number of establishments for which an anlysis is given in table 5 is somewhat less than the total number for any classification. The table, therefore, presents the number, sales, and the operating-expense ratio of all establishments with sales in excess of $100,000 in addition to the information for those reporting an analysis of expenses.

In general, establishments not reporting all six classes of expenses are omitted from the analysis. Exceptions to this general rule were made for establishments not showing warehouse expenses in trades where yard storage is common and for those not reporting delivery expenses. This rule was followed in order to eliminate concerns which owned their premises but which failed to report expenses somewhat comparable to rent.

Data are presented first for the United States as a whole, by kinds of business, following which each kind of business is analyzed in as much detail as possible by geographic divisions and for 14 cities. In the summary tabulation for the country as a whole, operating expenses for some trades are analyzed for the following business-size groups:

Group number:	*Business-size group*
I	$2,000,000 and over.
II	$1,000,000 to $1,999,999.
III	$500,000 to $999,999.
IV	$300,000 to $499,999.
V	$200,000 to $299,999.
VI	$100,000 to $199,999.

For most trades it has been necessary to restrict the amount of detail by size due to the limited number of establishments involved.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

By Types of Operation and for Wholesale Merchants and Industrial Distributors by Kinds of Business

UNITED STATES SUMMARY

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
TOTAL	200,573	$55,265,640	$5,518,456	10.0	133,698	1,562,121	[1]$2,624,203	[1]$2,563,152	$61,051	$3,872,385
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	101,627	23,641,924	3,023,627	12.8	72,150	932,992	[1]1,529,598	[1]1,503,361	26,237	2,653,420
Wholesale merchants	91,323	18,688,897	2,540,959	13.8	66,351	805,772	[1]1,287,615	[1]1,264,331	23,284	1,995,501
Voluntary group wholesalers	703	753,586	85,586	11.4	170	30,177	47,808	47,397	411	116,146
Converters (textile)	631	425,167	41,152	9.7	287	9,190	21,069	20,883	186	63,898
Export merchants	586	778,001	59,537	7.7	360	9,414	18,848	18,169	679	93,289
Importers	2,158	1,379,575	114,418	8.3	1,302	22,006	53,411	53,021	390	194,173
Industrial distributors	1,471	729,650	121,687	16.7	183	40,242	71,011	70,238	773	155,163
Cash-and-carry wholesalers	1,198	108,902	5,994	5.5	775	2,360	2,835	2,768	67	7,412
Drop shippers or desk jobbers	937	474,891	30,380	6.4	386	5,148	14,490	14,310	180	703
Wagon distributors	2,398	80,259	9,813	12.2	2,336	3,285	3,958	3,762	196	1,985
Retailer-cooperative warehouses	222	222,996	14,101	6.3	-----	5,398	8,553	8,482	71	25,150
MANUFACTURERS' SALES BRANCHES (With stocks)	12,977	8,846,940	1,191,188	13.5	260	265,602	534,679	529,013	5,666	681,526
MANUFACTURERS' SALES OFFICES (Without stocks)	5,119	4,679,262	324,175	6.9	125	48,739	134,247	133,335	912	-----
PETROLEUM BULK STATIONS AND TERMINALS **	30,825	3,807,908	420,646	11.0	23,061	99,236	156,366	152,399	3,967	235,596
Independent bulk stations	6,357	627,674	76,126	12.1	5,295	21,808	30,900	30,249	651	27,877
Commission stations	17,530	1,080,479	108,084	10.0	17,486	21,579	24,190	23,427	763	71,725
Salary stations	6,053	1,739,676	205,199	11.8	271	48,248	87,983	85,859	2,124	106,287
Cooperative bulk stations	665	37,962	5,057	13.3	-----	2,146	2,946	2,888	58	2,525
Distributing terminals	220	322,117	26,180	8.1	9	5,455	10,347	9,976	371	27,182
AGENTS AND BROKERS	20,903	11,201,035	307,752	2.7	18,609	78,511	154,731	149,994	4,737	72,125
Auction companies	649	434,283	14,062	3.2	790	10,205	7,828	6,199	1,629	2,058
Brokers (merchandise)	4,710	3,390,695	51,327	1.5	4,240	10,724	23,828	23,454	374	11,855
Commission merchants	2,758	2,748,072	69,163	2.5	2,679	16,982	34,018	33,095	923	22,748
Export agents	654	571,449	16,591	2.9	437	5,034	8,308	8,278	30	3,836
Import agents	394	343,105	6,698	2.0	289	1,265	3,488	3,361	127	5,741
Manufacturers' agents (with stocks)	1,907	252,056	29,372	11.7	1,379	8,332	16,937	16,546	391	11,894
Manufacturers' agents (without stocks)	7,871	1,144,961	46,138	4.0	7,421	11,170	20,192	19,263	929	-----
Selling agents	1,487	1,741,777	64,132	3.7	959	11,456	33,740	33,492	248	12,910
Other agents	473	574,637	10,269	1.8	415	3,343	6,392	6,306	86	1,083
ASSEMBLERS (Mainly farm products)	29,122	3,088,571	251,068	8.1	19,493	137,041	114,582	95,050	19,532	229,718
Assemblers of farm products	9,866	792,159	50,432	6.4	10,171	27,614	20,079	17,304	2,775	110,519
Commission buyers	1,523	121,704	3,941	3.2	1,532	1,872	1,453	1,241	212	1,844
Cooperative marketing associations	2,583	611,029	70,048	11.5	-----	39,676	34,747	29,075	5,672	32,729
Cooperative sales agencies	191	578,939	17,572	3.0	-----	4,709	7,996	7,837	159	16,599
Cream stations	3,870	48,564	3,901	8.0	3,053	2,448	1,702	1,544	158	307
Country grain elevators:										
Independent	3,180	271,154	15,975	5.9	2,545	7,572	7,066	6,524	542	20,101
Line	4,061	226,917	15,877	7.0	474	8,545	7,711	7,078	633	23,105
Cooperative	1,843	196,430	10,828	5.5	-----	5,018	5,369	5,022	347	14,739
Packers and shippers	2,005	241,675	62,494	25.9	1,718	39,587	28,459	19,425	9,034	9,775
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS	92,794	19,418,547	2,662,646	13.7	66,534	846,014	[1]1,358,626	[1]1,334,569	24,057	2,150,664
Amusement and sporting goods	1,255	135,765	26,558	19.6	797	8,301	13,462	13,203	259	18,728
Bicycles and supplies	40	5,005	899	18.0	18	336	496	482	14	947
Cameras and photographic supplies	105	12,356	2,404	19.5	65	798	1,225	1,209	16	1,544
Motion-picture equipment and supplies (except films)	64	9,950	1,511	15.2	14	409	759	717	42	1,224
Motion-picture film exchanges	203	22,269	4,272	19.2	60	1,231	2,452	2,432	20	1,230
Sporting goods	224	36,720	6,786	18.5	114	2,063	3,304	3,275	29	6,531
Toys, novelties, and fireworks	481	37,950	8,080	21.3	413	2,630	3,838	3,748	90	5,250
All other	138	11,515	2,606	22.6	113	834	1,388	1,340	48	2,002
Automotive	7,912	1,954,834	214,821	11.0	5,202	71,513	114,000	113,000	1,000	150,920
Automobiles (new and used)	567	1,300,976	65,253	5.0	215	17,140	31,595	31,433	162	30,825
Trucks and tractors	577	66,296	11,639	17.6	415	3,990	6,455	6,335	120	8,780
Automotive accessories and equipment	2,827	257,123	59,971	23.3	1,826	22,186	33,033	32,806	227	50,774
Automotive parts	3,310	253,482	66,763	26.3	2,240	24,745	37,248	36,814	434	51,600
Tires and tubes	631	76,957	11,195	14.5	506	3,452	5,669	5,612	57	8,941
Beer, wines, and liquors	5,986	1,171,509	150,605	12.9	4,342	43,400	69,073	67,687	1,386	112,802
Beer and ale	4,652	491,557	76,104	15.5	3,700	23,017	31,442	30,620	822	18,991
Wines and liquors	1,334	679,952	74,501	11.0	642	20,383	37,631	37,067	564	93,811
Chemicals and paints	1,593	216,696	40,175	18.5	752	10,948	21,049	20,689	360	28,028
Dyestuffs	57	20,601	3,190	15.5	28	509	1,539	1,535	4	910
Explosives	49	2,824	400	14.2	25	119	173	167	6	288
Industrial chemicals	259	80,704	11,078	13.7	78	2,521	6,102	6,022	80	6,026
Naval stores	23	11,528	1,088	9.4	8	328	532	525	7	1,136
Paints and varnishes	608	46,293	10,859	23.5	322	3,340	5,667	5,550	117	7,489
Paints with glass and/or wallpaper	311	28,675	7,907	27.6	136	2,591	4,012	3,918	94	6,229
All other	286	26,071	5,653	21.7	155	1,540	3,024	2,972	52	5,950
Clothing and furnishings	4,024	668,423	96,493	14.4	3,317	25,179	47,597	47,118	479	79,768
Clothing and furnishings (general line)	422	61,129	8,896	14.6	402	3,016	4,662	4,593	69	11,022
Men's and boys'	1,155	150,644	21,262	14.1	1,030	5,694	10,343	10,228	115	22,842
Women's and children's	1,056	216,766	33,620	15.5	774	8,179	16,585	16,408	177	16,531
Furs, dressed, and fur clothing	488	61,518	7,486	12.2	441	1,347	3,357	3,320	37	6,842
Millinery and millinery supplies	450	62,184	10,391	16.7	331	3,176	5,234	5,205	29	5,584
Shoes and other footwear	453	116,182	14,838	12.8	339	3,767	7,416	7,364	52	16,947
Coal and coke	520	270,338	27,728	10.3	209	6,969	12,605	12,185	420	31,118
Drugs (general line)	259	323,863	43,340	13.4	32	15,033	25,067	24,991	76	51,204
Service wholesalers (without liquor)	214	251,534	33,369	13.3	24	11,772	19,401	19,346	55	38,953
Service wholesalers (with liquor)	45	72,329	9,971	13.8	8	3,261	5,666	5,645	21	12,251

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

By Types of Operation and for Wholesale Merchants and Industrial Distributors by Kinds of Business—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS—Con.										
Drugs and drug sundries (specialty lines)	1,242	$147,953	$38,519	26.0	725	10,307	$16,060	$15,855	$205	$18,281
Proprietary medicines	391	42,176	8,066	19.1	222	2,555	3,948	3,911	37	5,131
Toiletries	367	45,392	17,278	38.1	160	4,956	7,713	7,643	70	4,788
Drug specialties and sundries	484	60,385	13,175	21.8	343	2,796	4,399	4,301	98	8,362
Dry goods (general line)	217	204,037	30,945	15.2	118	10,989	17,885	17,806	79	39,663
Dry goods (specialty lines)	2,911	479,593	62,984	13.1	2,318	17,791	31,760	31,510	250	68,645
Hosiery and lingerie	404	84,461	9,174	10.9	351	2,404	4,491	4,454	37	9,836
Notions	861	92,549	17,704	19.1	668	6,143	9,944	9,835	109	14,635
Piece goods:										
General line	46	13,769	2,094	15.2	43	569	1,092	1,091	1	2,408
Cotton	282	54,752	6,329	11.6	221	1,588	3,008	2,994	14	8,411
Silks, linen, rayon, and velvet	366	78,148	7,812	10.0	268	1,921	3,901	3,885	16	9,267
Woolen and worsted	348	89,046	9,631	10.8	270	2,085	4,168	4,157	11	12,873
Other	309	37,212	5,574	15.0	234	1,577	2,827	2,792	35	5,807
Other dry goods specialties	295	29,656	4,666	15.7	263	1,504	2,329	2,302	27	5,408
Electrical goods	3,036	777,874	129,223	16.6	1,533	37,457	70,816	70,305	511	82,877
Electrical merchandise (general line)	452	294,966	39,489	13.4	49	11,576	23,234	23,175	59	26,556
Apparatus and equipment	205	23,401	5,379	23.0	123	1,669	3,053	3,031	22	3,039
Wiring supplies and construction materials	942	124,991	21,899	17.5	555	6,996	11,920	11,784	136	16,924
Radios and equipment	658	111,278	21,178	19.0	431	6,042	10,759	10,698	61	13,538
Refrigerators and equipment (household)	159	118,018	20,116	17.0	53	4,813	10,653	10,563	90	9,742
All other	620	105,220	21,162	20.1	322	6,361	11,197	11,054	143	13,078
Farm products—raw materials	1,764	1,113,431	78,662	7.1	1,336	19,632	29,038	27,680	1,358	187,249
Cotton	133	181,956	12,577	6.9	119	1,620	3,250	3,166	84	24,112
Grains	373	452,464	24,120	5.3	197	4,785	8,296	7,943	353	79,320
Hides, skins, and raw furs	609	158,206	12,779	8.1	486	3,270	5,633	5,376	257	19,511
Horses and mules	26	6,992	329	4.7	31	118	100	81	19	224
Livestock	105	8,253	1,041	12.6	102	370	328	301	27	280
Tobacco (leaf)	144	62,189	9,124	14.7	94	5,752	4,830	4,481	349	24,579
Wool and mohair	153	179,634	11,876	6.6	139	1,306	4,089	4,002	87	29,084
All other	221	63,737	6,816	10.7	168	2,411	2,512	2,330	182	10,139
Farm products—consumer goods	10,072	2,003,035	267,302	13.3	9,476	87,027	128,888	125,324	3,564	45,930
Dairy products	1,977	465,744	108,347	23.3	1,172	32,520	53,935	53,390	545	8,994
Dairy and poultry products	725	240,254	20,762	8.6	591	6,873	10,774	10,502	272	9,634
Poultry and poultry products	1,527	238,693	21,974	9.2	1,534	8,569	9,986	9,275	711	6,129
Fruits and vegetables (fresh)	5,037	971,052	106,316	10.9	5,321	35,537	49,831	48,034	1,797	19,683
Fresh fruits only	776	81,964	9,329	11.4	833	3,270	4,059	3,847	212	1,206
All other	30	5,328	574	10.8	25	258	303	276	27	284
Farm supplies	1,424	305,451	40,831	13.4	1,042	14,186	19,282	18,667	615	37,970
Feed	762	126,788	13,926	11.0	625	5,027	6,477	6,330	147	8,526
Fertilizer	80	14,762	1,606	10.9	55	509	818	773	45	1,280
Seeds	407	100,348	19,081	19.0	256	6,528	8,984	8,693	291	23,183
All other	175	63,553	6,218	9.8	106	2,122	3,003	2,871	132	4,981
Furniture and house furnishings	1,920	319,289	53,413	16.7	1,276	15,422	27,627	27,263	364	56,982
China, glassware, and crockery	236	20,654	4,706	22.8	149	1,540	2,414	2,387	27	3,192
Floor coverings	411	133,462	18,239	13.7	207	4,772	9,504	9,413	91	27,258
Furniture (general line)	48	10,432	2,188	21.0	26	752	1,150	1,140	10	1,615
Furniture (household)	319	45,510	9,590	21.1	174	2,585	4,708	4,646	62	7,234
Furniture (office)	50	3,044	523	17.2	35	156	254	247	7	290
House furnishings (except as specified)	741	88,568	13,706	15.5	616	4,218	7,128	6,972	156	14,430
Musical instruments and sheet music	115	17,619	4,461	25.3	69	1,399	2,469	2,458	11	2,963
Groceries (general line)	2,748	1,302,579	125,321	9.6	1,380	47,128	66,625	65,752	873	176,557
Not sponsoring cooperative or voluntary groups	2,748	1,302,579	125,321	9.6	1,380	47,128	66,625	65,752	873	176,557
Groceries and foods (specialty lines)	10,205	1,568,483	231,239	14.7	8,729	73,803	108,681	106,311	2,370	109,567
Breakfast cereals	32	21,984	9,644	43.9	7	827	1,362	1,271	91	2,175
Canned foods	350	77,353	9,201	11.9	252	2,917	4,645	4,602	43	11,859
Coffee, tea, and spices	589	78,956	20,574	26.1	399	5,832	9,582	9,512	70	8,623
Coffee roasting and spice grinding	275	105,794	19,885	18.8	153	5,897	9,203	9,096	107	11,566
Confectionery	1,675	122,587	16,574	13.5	1,598	6,425	7,759	7,635	124	8,895
Fish and sea foods	1,104	126,640	25,584	20.2	906	8,410	12,014	11,302	712	6,114
Flour	315	44,385	5,140	11.6	216	1,408	2,357	2,320	37	2,537
Fruits and vegetables (frosted)	28	8,318	800	9.6	20	235	398	390	8	306
Meats and provisions	2,340	510,276	56,505	11.1	2,292	17,682	28,729	28,369	360	10,313
Other food and grocery specialties	3,497	472,190	67,332	14.3	2,886	24,170	32,632	31,814	818	47,179
Hardware	1,308	568,101	105,142	18.5	597	37,891	62,457	62,051	406	141,756
General line (with industrial department)	402	377,774	68,959	18.3	76	24,989	41,821	41,555	266	95,425
General line (without industrial department)	355	139,556	24,963	17.9	142	9,290	14,562	14,489	73	35,388
Specialty lines	551	50,771	11,220	22.1	379	3,612	6,074	6,007	67	10,943
Jewelry	1,571	199,831	36,263	18.1	1,362	8,633	[1]17,486	[1]17,358	128	43,357
Jewelry (general line)	194	62,071	10,635	17.1	139	2,640	5,500	5,484	16	14,725
Clocks and watches	140	38,503	7,156	18.6	111	1,000	[1]2,778	[1]2,767	11	3,439
Diamonds and other precious stones	302	26,030	2,694	10.3	294	400	1,060	1,040	20	9,862
All other	935	73,227	15,778	21.5	818	4,593	8,148	8,067	81	15,331
Lumber and construction materials	2,810	593,211	106,158	17.9	1,231	33,215	55,801	54,129	1,672	78,102
Builders' supplies (general line)	183	63,427	10,532	16.6	71	3,993	5,716	5,560	156	8,191
Lumber	836	194,664	27,838	14.3	432	8,488	14,106	13,569	537	27,811
Lumber and millwork	127	35,598	6,283	17.6	45	2,222	3,630	3,535	95	6,155
Millwork	266	57,491	12,783	22.2	92	4,144	7,698	7,563	135	11,033
Brick, tile, and terra cotta	132	16,898	2,717	16.1	65	664	1,328	1,304	24	1,186
Cement, lime, and plaster	98	21,048	3,361	16.0	27	874	1,615	1,559	56	688
Glass	280	31,927	9,395	29.4	168	3,445	5,899	5,762	137	6,247
All other	888	172,158	33,249	19.3	331	9,385	15,809	15,277	532	16,791

For footnotes, see end of table.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

UNITED STATES SUMMARY

By Types of Operation and for Wholesale Merchants and Industrial Distributors by Kinds of Business—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS—Con.										
Machinery—equipment—supplies	9,580	$1,230,010	$251,886	20.5	5,443	77,182	$137,554	$135,125	$2,429	$202,521
Commercial equipment and supplies:										
Office machines and equipment	212	17,201	4,999	29.1	156	2,149	2,851	2,788	63	3,030
Restaurant and hotel supply houses	434	47,858	11,252	23.6	319	3,908	6,142	6,065	77	8,045
Garage and filling station equipment	169	9,877	2,537	25.7	127	854	1,339	1,314	25	1,327
Soda fountain equipment and supplies	29	1,846	431	23.3	24	123	183	176	7	201
Store machines	46	2,900	478	16.4	39	167	229	225	4	224
Store fixtures and equipment	398	20,626	5,500	26.7	229	1,840	3,143	3,077	66	2,314
All other	339	30,366	6,473	21.3	220	2,138	3,579	3,523	56	2,976
Farm and dairy:										
Dairy equipment	106	19,479	3,562	18.3	59	983	1,836	1,820	16	2,034
Farm implements	20	2,944	643	21.8	14	231	382	373	9	622
Farm machinery and equipment	183	34,325	5,393	15.7	83	1,508	2,537	2,484	53	4,775
Industrial machinery, equipment, and supplies:										
Industrial (general line)	116	70,267	13,230	18.9	27	4,094	7,776	7,688	88	13,814
Belting, hose, and packing	211	18,837	4,576	24.3	95	1,273	2,568	2,518	50	2,218
Construction (except road building)	152	23,745	5,394	22.7	49	1,595	3,245	3,173	72	4,654
Road building	251	72,613	14,003	19.3	95	3,420	7,259	7,151	108	11,247
Machine tools	124	26,413	4,286	16.2	75	1,065	2,406	2,390	16	3,111
Mine and mill supplies	412	99,659	19,083	19.1	166	5,863	10,862	10,766	96	18,168
Oil well supply houses	895	179,059	18,757	10.5	218	5,125	9,307	8,798	509	31,318
Power plant and power transmission	88	10,399	1,989	19.1	40	603	1,243	1,214	29	1,324
Printing and lithographing (except paper)	151	10,909	3,494	32.0	103	1,228	2,102	2,086	16	1,904
Rope, cordage, and twine	53	12,717	1,804	14.2	20	479	976	968	8	1,212
Textile	74	8,387	1,912	22.8	44	583	1,014	1,009	5	1,495
Used machinery and equipment	286	15,163	4,107	27.1	247	1,336	2,031	1,937	94	3,502
All other	1,539	171,984	35,399	20.6	944	10,552	19,347	18,926	421	23,533
Professional equipment and supplies:										
Dental supply houses	328	33,732	9,655	28.6	153	3,395	5,564	5,549	15	8,044
Religious supply houses	92	8,308	2,278	27.4	71	721	1,220	1,191	29	2,273
School equipment and supplies	134	21,324	5,408	25.4	67	1,904	2,778	2,697	81	3,535
Surgical, medical, and hospital	368	50,254	13,225	26.3	179	4,133	8,107	8,065	42	8,705
All other	110	13,427	3,276	24.4	55	1,129	1,936	1,913	23	2,830
Service equipment and supplies:										
Barber and beauty supply houses	853	44,543	14,479	32.5	672	5,108	7,342	7,279	63	9,054
Laundry and dry cleaning	203	34,963	7,228	20.7	80	1,820	3,773	3,746	27	3,661
Tailors' supplies	64	2,809	565	20.1	67	203	280	271	9	598
Undertakers' supplies	107	4,545	1,277	28.1	66	417	616	598	18	741
Upholsterers' supplies	199	28,146	6,015	23.0	114	1,752	3,063	3,044	19	6,189
All other	597	34,482	8,236	23.9	437	3,034	4,735	4,644	91	5,615
Transportation equipment and supplies:										
Railroad	64	24,015	5,894	24.5	19	834	2,881	2,810	71	3,266
Marine	149	21,020	4,284	20.4	62	1,295	2,407	2,357	50	4,298
Other	24	3,068	766	25.0	8	320	495	492	3	666
Metals and metal work (except scrap)	972	429,819	56,243	13.1	472	15,650	30,260	29,739	521	61,584
Building metal work	133	13,164	2,699	20.5	93	1,002	1,480	1,388	92	1,766
Iron and steel products (general line)	92	75,628	14,721	19.5	30	4,103	8,402	8,322	80	16,028
Iron and steel products (semi-finished)	56	11,387	2,432	21.4	19	604	1,300	1,284	16	1,930
Iron and steel products (flat)	193	64,495	13,020	20.2	69	3,651	6,865	6,698	167	14,304
Wire and wire products	60	5,915	1,359	23.0	37	411	678	663	15	1,187
Iron and steel finished products (N.E.C.)	283	53,709	11,437	21.3	156	3,389	6,246	6,145	101	9,628
Copper	37	49,250	2,043	4.1	19	454	1,090	1,090	---	3,709
All other	118	156,271	8,532	5.5	49	2,036	4,199	4,149	50	13,032
Paper and its products	2,851	541,302	97,368	18.0	1,674	30,594	55,468	54,868	600	73,970
Wrapping or coarse paper and products	1,656	291,926	50,853	17.4	1,118	16,350	28,916	28,569	347	41,877
Printing and writing paper	416	183,438	28,931	15.8	116	8,046	17,208	17,155	53	22,102
Stationery and stationery supplies	503	45,588	10,871	23.8	324	4,134	6,226	6,111	115	5,690
Wallpaper	276	20,350	6,713	33.0	116	2,064	3,118	3,033	85	4,301
Petroleum and its products	886	158,322	21,950	13.9	474	5,974	10,326	10,122	204	8,191
Plumbing and heating equipment and supplies	2,204	374,806	69,382	18.5	1,025	21,828	37,230	36,638	592	62,740
Plumbing and heating (general line)	675	185,102	32,118	17.4	207	10,243	17,206	16,984	222	31,590
Heating (including stoves and ranges)	361	35,880	8,533	23.8	189	2,640	4,592	4,431	161	4,580
Plumbing fixtures, equipment, and supplies	916	129,282	22,878	17.7	497	7,246	12,200	12,085	115	23,722
All other	252	24,542	5,853	23.8	132	1,699	3,232	3,138	94	2,848
Tobacco and products (except leaf)	2,390	1,068,923	52,660	4.9	2,080	18,050	26,320	26,141	179	47,166
Waste materials	6,007	615,495	93,541	15.2	5,927	41,281	44,900	42,985	1,915	55,454
Iron and steel scrap	1,851	298,252	40,036	13.4	1,734	15,354	18,044	17,181	863	21,519
Junk and scrap (general line)	1,888	92,876	17,231	18.6	2,057	9,547	8,316	7,822	494	10,417
Waste paper, rags, and rubber	1,118	132,686	24,794	18.7	998	11,608	13,058	12,748	310	13,295
Non-ferrous metals	399	49,073	5,126	10.4	376	2,004	2,484	2,405	79	4,379
All other	761	42,608	6,354	14.9	762	2,768	2,998	2,829	169	5,844
All other products	5,127	677,574	113,894	16.8	3,665	40,631	61,309	60,067	1,242	79,534
Books, periodicals, and newspapers	856	166,848	30,412	18.2	489	12,459	17,252	16,861	391	9,141
Flowers and nursery stock	718	42,078	8,473	20.1	660	2,846	4,266	4,175	91	2,283
Forest products (except lumber)	554	42,404	8,141	19.2	484	3,135	3,815	3,574	241	4,656
General merchandise	106	61,551	9,381	15.2	74	3,505	5,193	5,141	52	9,067
Leather and shoe findings	934	112,748	14,515	12.9	793	3,908	6,727	6,643	84	20,375
Leather goods	137	12,691	2,511	19.8	90	793	1,519	1,495	24	2,235
Oils and greases (animal and vegetable)	64	41,416	3,520	8.5	27	615	1,646	1,631	15	5,222
Optical goods	565	41,530	14,936	36.0	223	6,208	9,459	9,451	8	6,395
Textiles and materials (other than dry goods)	286	32,831	5,115	15.6	259	2,275	2,889	2,835	54	4,718
Yarns	157	65,134	5,437	8.3	108	1,223	2,625	2,600	25	8,757
Miscellaneous kinds of business	752	58,343	11,453	19.6	458	3,664	5,918	5,661	257	6,685

* Employees and payroll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
** Sales include taxes. Expenses as shown for commission stations represent commissions only.
[1] Revised.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL
KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	Operating expenses (including pay roll) Amount (add 000)	Operating expenses (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
UNITED STATES TOTAL	92,794	$19,418,547	$2,662,646	13.7	66534	846,014	[1]$1,358,626
$2,000,000 and over	1102	5,025,212	445,676	6.9	224	112,859	219,892
$1,000,000 - $1,999,999	2052	2,792,112	344,558	12.3	653	98,964	164,397
$500,000 - $999,999	5047	3,482,371	470,112	13.5	2060	139,676	245,073
$300,000 - $499,999	6195	2,376,989	353,329	14.9	2778	110,430	164,631
$200,000 - $299,999	6717	1,641,459	264,246	16.1	3744	85,429	135,151
$100,000 - $199,999	14226	2,017,339	361,367	17.9	9242	124,492	162,586
$50,000 - $99,999	16971	1,213,777	234,397	19.3	12562	89,190	117,681
$10,000 - $49,999	30446	610,906	173,558	21.4	25890	76,822	[1]83,080
Under $10,000	10038	58,382	15,201	26.0	9381	8,152	6,135
AMUSEMENT AND SPORTING GOODS							
AMUSEMENT AND SPORTING GOODS	1,255	135,765	26,558	19.6	797	6,301	13,462
BICYCLES AND SUPPLIES	40	5,005	699	18.0	18	336	496
$200,000 and over	5	2,277	390	17.1	1	127	211
$100,000 - $199,999	14	1,920	322	16.8	6	128	184
$50,000 - $99,999	8	557	130	23.3	3	52	77
$10,000 - $49,999	8	227	51	22.5	3	23	21
Under $10,000	5	24	6	25.0	5	6	3
CAMERAS AND PHOTOGRAPHIC SUPPLIES	105	12,356	2,404	19.5	65	798	1,225
$300,000 and over	7	4,625	681	18.3	2	271	472
$200,000 - $299,999	7	1,846	313	17.0	2	83	155
$100,000 - $199,999	18	2,573	519	20.2	10	172	245
$50,000 - $99,999	24	1,814	373	20.6	14	141	203
$10,000 - $49,999	39	1,233	296	24.0	29	121	141
Under $10,000	10	65	22	33.8	8	10	9
MOTION-PICTURE EQUIPMENT AND SUPPLIES (EXCEPT FILMS)	64	9,950	1,511	15.2	14	409	759
$300,000 and over	7	3,809	419	11.0	---	111	210
$200,000 - $299,999	15	3,543	542	15.3	---	128	268
$100,000 - $199,999	11	1,447	285	19.7	3	70	154
$50,000 - $99,999	9	678	143	21.1	3	45	71
$10,000 - $49,999	17	453	114	25.2	7	48	50
Under $10,000	5	20	6	40.0	1	7	6
MOTION-PICTURE FILM EXCHANGES	203	22,269	4,272	19.2	60	1,231	2,452
$300,000 and over	9	14,609	1,370	9.4	---	224	777
$200,000 - $299,999	7	1,694	476	28.1	---	110	265
$100,000 - $199,999	15	2,005	816	30.7	6	205	358
$50,000 - $99,999	21	1,332	529	39.7	3	190	300
$10,000 - $49,999	95	2,357	1,146	48.6	30	431	679
Under $10,000	56	272	135	49.6	21	71	73
SPORTING GOODS	224	36,720	6,786	18.5	114	2,063	3,304
$500,000 and over	11	16,039	2,496	15.6	---	735	1,295
$300,000 - $499,999	14	5,392	1,059	19.6	2	297	529
$200,000 - $299,999	15	3,850	666	18.2	2	212	313
$100,000 - $199,999	34	5,082	1,096	21.6	21	319	511
$50,000 - $99,999	58	4,187	909	21.7	18	283	417
$10,000 - $49,999	76	2,280	537	23.6	62	204	230
Under $10,000	16	90	23	25.6	9	13	9
TOYS, NOVELTIES, AND FIREWORKS	481	37,950	8,080	21.3	413	2,830	3,838
$1,000,000 - $1,999,999	5	6,768	1,318	19.4	---	265	630
$500,000 - $999,999	9	5,379	968	18.0	5	279	468
$300,000 - $499,999	13	4,839	911	18.8	8	292	413
$200,000 - $299,999	17	4,300	977	22.7	9	339	555
$100,000 - $199,999	37	4,757	1,102	23.2	29	397	554
$50,000 - $99,999	80	5,728	1,360	23.7	67	459	812
Under $50,000	320	6,179	1,446	23.4	295	599	608
ALL OTHER	136	11,515	2,606	22.8	113	834	1,388
$500,000 - $999,999	6	4,119	973	23.6	3	311	468
$200,000 - $499,999	7	2,500	540	21.6	2	130	330
$100,000 - $199,999	15	2,141	441	20.6	12	142	257
$50,000 - $99,999	16	1,159	267	23.0	13	91	145
$10,000 - $49,999	58	1,398	334	23.9	47	136	170
Under $10,000	36	200	51	25.5	36	24	20

KIND OF BUSINESS / BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	Operating expenses (including pay roll) Amount (add 000)	Operating expenses (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
AUTOMOTIVE							
AUTOMOTIVE	7,912	$1,954,834	$214,821	11.0	5,202	71,513	$114,000
AUTOMOBILES (NEW AND USED)	567	1,300,976	65,253	5.0	215	17,140	31,595
$2,000,000 and over	151	1,102,149	44,142	4.0	3	9,454	19,692
$1,000,000 - $1,999,999	61	91,029	8,591	9.4	15	2,973	4,981
$500,000 - $999,999	81	59,025	6,059	10.3	24	2,414	3,476
$300,000 - $499,999	68	28,832	3,159	11.6	31	1,158	1,709
$200,000 - $299,999	25	6,280	606	12.6	14	290	409
$100,000 - $199,999	57	9,723	1,423	14.6	37	506	751
$50,000 - $99,999	64	4,283	618	19.2	39	267	470
$10,000 - $49,999	53	1,628	245	15.0	43	77	103
Under $10,000	7	47	10	21.3	9	3	2
TRUCKS AND TRACTORS	577	66,296	11,639	17.6	415	3,990	6,455
$1,000,000 - $1,999,999	7	8,911	1,678	18.8	---	460	956
$500,000 - $999,999	18	12,152	2,113	17.4	---	535	1,139
$300,000 - $499,999	23	8,429	1,249	14.8	4	470	671
$200,000 - $299,999	31	7,319	1,139	15.6	11	374	627
$100,000 - $199,999	88	12,219	2,136	17.5	48	772	1,179
$50,000 - $99,999	147	10,542	1,944	18.4	112	767	1,009
$10,000 - $49,999	238	6,549	1,329	20.3	219	584	646
Under $10,000	27	175	51	29.1	21	28	28
AUTOMOTIVE ACCESSORIES AND EQUIPMENT	2,827	257,123	59,971	23.3	1,826	22,186	33,033
$2,000,000 and over	6	15,856	2,320	14.8	---	809	1,351
$1,000,000 - $1,999,999	11	15,277	2,048	13.4	2	828	1,263
$500,000 - $999,999	39	27,794	5,802	20.9	11	1,988	3,288
$300,000 - $499,999	73	27,100	6,759	24.9	24	2,239	3,874
$200,000 - $299,999	131	31,620	7,757	24.5	32	2,634	4,374
$100,000 - $199,999	408	56,609	14,294	25.3	224	5,276	7,921
$50,000 - $99,999	668	47,288	11,959	25.3	373	4,541	6,435
$10,000 - $49,999	1,208	33,895	8,542	25.2	930	3,657	4,341
Under $10,000	283	1,684	490	29.1	230	214	188
AUTOMOTIVE PARTS	3,310	253,482	66,783	28.3	2,240	24,745	37,248
$1,000,000 and over	22	32,139	6,702	20.9	---	1,917	3,280
$500,000 - $999,999	42	29,232	6,996	23.9	3	2,076	3,668
$300,000 - $499,999	59	22,212	5,748	25.9	6	2,019	3,451
$200,000 - $299,999	92	22,173	6,292	28.4	30	2,250	3,743
$100,000 - $199,999	361	49,610	14,190	28.6	152	5,225	8,291
$50,000 - $99,999	733	51,242	13,787	26.9	460	5,510	7,698
$10,000 - $49,999	1,636	44,548	12,326	27.7	1,250	5,408	8,825
Under $10,000	365	2,328	722	31.0	339	340	316
TIRES AND TUBES	631	76,957	11,195	14.5	506	3,452	5,669
$500,000 and over	18	34,494	2,574	7.5	9	548	1,292
$300,000 - $499,999	16	8,077	1,097	18.1	10	283	594
$200,000 - $299,999	33	8,076	1,539	19.1	17	428	687
$100,000 - $199,999	91	12,512	2,486	19.7	73	788	1,274
$50,000 - $99,999	127	9,026	1,940	21.5	85	891	1,006
$10,000 - $49,999	249	6,171	1,432	23.2	213	636	753
Under $10,000	97	601	147	24.5	99	80	63
BEER, WINES, AND LIQUORS							
BEER, WINES, AND LIQUORS	5,986	1,171,509	150,605	12.9	4,342	43,400	89,073
BEER AND ALE	4,652	491,557	78,104	15.5	3,700	23,017	31,442
$1,000,000 and over	11	19,736	3,147	15.9	3	714	1,253
$500,000 - $999,999	97	83,515	9,717	15.3	32	2,876	4,733
$300,000 - $499,999	182	69,190	10,483	15.2	101	2,951	4,689
$200,000 - $299,999	311	75,458	11,498	15.2	203	3,359	4,937
$100,000 - $199,999	689	122,518	19,714	16.1	640	5,872	7,891
$50,000 - $99,999	1,268	90,320	13,550	15.0	1,041	4,500	5,073
Under $50,000	1,894	50,822	7,997	15.7	1,680	2,945	2,886
WINES AND LIQUORS	1,334	679,952	74,501	11.0	842	20,383	37,631
$2,000,000 and over	51	208,182	19,645	9.4	5	4,727	10,682
$1,000,000 - $1,999,999	124	168,584	17,273	10.2	51	4,460	9,214
$500,000 - $999,999	194	136,042	14,959	10.8	89	4,131	7,426
$300,000 - $499,999	191	75,676	9,079	12.0	66	2,596	4,200
$200,000 - $299,999	152	38,778	4,755	12.9	72	1,459	2,165
$100,000 - $199,999	237	34,603	5,261	15.2	134	1,658	2,314
$50,000 - $99,999	166	12,104	2,258	16.7	95	619	1,017
$10,000 - $49,999	192	5,794	1,224	21.1	135	515	577
Under $10,000	27	189	47	24.9	15	16	16

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
[1] Revised.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
CHEMICALS AND PAINTS							
CHEMICALS AND PAINTS	1,593	$216,696	$40,175	18.5	752	10,948	$21,049
DYESTUFFS	57	20,601	3,190	15.5	28	509	1,539
$1,000,000 and over	7	8,973	1,402	15.6	----	243	715
$500,000 - $999,999	10	7,507	951	12.7	4	112	406
$200,000 - $499,999	6	1,985	393	19.8	----	66	215
$100,000 - $199,999	8	1,024	215	21.0	1	34	102
Under $100,000	26	1,112	229	20.6	23	54	101
EXPLOSIVES	49	2,824	400	14.2	25	119	173
$50,000 and over	18	2,036	271	13.3	6	72	112
$10,000 - $49,999	26	753	121	16.1	13	45	59
Under $10,000	5	35	8	22.9	6	2	2
INDUSTRIAL CHEMICALS	259	80,704	11,078	13.7	78	2,521	6,102
$2,000,000 and over	5	25,566	2,243	8.8	----	311	1,379
$1,000,000 - $1,999,999	8	10,361	1,190	11.5	2	285	608
$500,000 - $999,999	28	20,543	2,572	12.5	1	508	1,371
$300,000 - $499,999	18	6,827	1,203	17.6	2	259	662
$200,000 - $299,999	23	5,680	1,247	22.0	1	350	752
$100,000 - $199,999	48	6,795	1,392	20.5	8	384	715
$50,000 - $99,999	47	3,272	751	23.0	16	236	372
$10,000 - $49,999	61	1,541	444	28.8	28	169	232
Under $10,000	21	119	36	30.3	20	19	11
NAVAL STORES	23	11,528	1,088	9.4	8	328	532
$500,000 and over	6	8,515	624	7.3	3	211	337
$200,000 - $499,999	6	1,899	302	15.9	2	49	111
$100,000 - $199,999	5	780	91	11.7	2	35	46
Under $100,000	6	334	71	21.3	1	33	38
PAINTS AND VARNISHES	608	46,293	10,859	23.5	322	3,340	5,667
$500,000 and over	8	7,033	1,438	20.4	2	362	649
$300,000 - $499,999	17	6,452	1,366	21.2	----	362	778
$200,000 - $299,999	22	5,154	1,177	22.8	8	344	696
$100,000 - $199,999	82	11,268	2,733	24.3	32	823	1,422
$50,000 - $99,999	116	7,721	1,934	25.0	41	627	1,035
$10,000 - $49,999	305	8,302	2,103	25.3	190	773	1,039
Under $10,000	58	363	108	29.8	49	49	48
PAINTS WITH GLASS AND/OR WALLPAPER	311	28,675	7,907	27.6	136	2,590	4,012
$300,000 and over	15	6,964	1,893	27.2	----	646	1,006
$200,000 - $299,999	21	5,064	1,418	28.0	4	491	743
$100,000 - $199,999	48	6,457	1,813	28.1	22	537	937
$50,000 - $99,999	89	6,412	1,830	28.5	28	576	892
$10,000 - $49,999	126	3,699	937	25.3	74	334	428
Under $10,000	12	79	16	20.3	8	6	6
ALL OTHER	286	26,071	5,653	21.7	155	1,541	3,024
$300,000 and over	21	13,578	2,282	16.8	6	503	1,216
$200,000 - $299,999	15	3,561	1,029	28.9	1	207	515
$100,000 - $199,999	30	4,030	973	24.1	1	268	533
$50,000 - $99,999	25	1,623	407	25.1	4	123	215
$10,000 - $49,999	113	2,860	828	29.0	76	369	488
Under $10,000	82	419	134	32.0	67	71	57
CLOTHING AND FURNISHINGS							
CLOTHING AND FURNISHINGS	4,024	668,423	96,493	14.4	3,317	25,179	47,597
CLOTHING AND FURNISHINGS (GENERAL LINE)	422	61,129	8,896	14.6	402	3,016	4,662
$1,000,000 and over	5	11,020	1,640	14.9	6	629	1,048
$500,000 - $999,999	17	11,298	1,489	13.2	17	504	835
$300,000 - $499,999	23	8,191	1,277	15.6	12	374	686
$200,000 - $299,999	39	9,500	1,318	13.9	39	400	651
$100,000 - $199,999	83	12,216	1,756	14.4	84	566	825
$50,000 - $99,999	73	5,125	813	15.9	62	303	392
$10,000 - $49,999	126	3,480	548	15.7	129	216	211
Under $10,000	56	299	55	18.4	53	24	14
MEN'S AND BOYS'	1,155	150,644	21,262	14.1	1,030	5,694	10,343
$1,000,000 and over	23	34,023	3,904	11.5	6	768	2,077
$500,000 - $999,999	31	22,249	2,942	13.2	27	720	1,483
$300,000 - $499,999	68	25,691	3,870	15.1	47	978	1,948
$200,000 - $299,999	73	17,407	2,615	15.0	72	758	1,347
$100,000 - $199,999	158	22,717	3,433	15.1	128	964	1,644
$50,000 - $99,999	222	15,732	2,332	14.8	212	712	997
$10,000 - $49,999	437	11,982	1,992	16.6	396	718	785
Under $10,000	143	843	174	20.6	142	76	82
CLOTHING AND FURNISHINGS—Con.							
WOMEN'S AND CHILDREN'S	1,056	$216,766	$33,620	15.5	774	8,179	$16,585
$1,000,000 and over	32	47,087	7,187	15.3	18	1,458	3,803
$500,000 - $999,999	85	59,990	8,807	14.7	45	1,874	4,504
$300,000 - $499,999	89	33,936	5,463	16.1	53	1,412	2,671
$200,000 - $299,999	106	25,384	3,630	14.3	69	926	1,713
$100,000 - $199,999	199	28,876	4,807	16.6	132	1,318	2,281
$50,000 - $99,999	171	12,639	2,080	16.5	137	605	942
$10,000 - $49,999	297	8,362	1,538	18.4	249	545	634
Under $10,000	77	492	108	22.0	71	41	37
FURS, DRESSED, AND FUR CLOTHING	488	61,518	7,486	12.2	441	1,347	3,357
$1,000,000 and over	5	9,055	1,124	12.4	----	138	594
$500,000 - $999,999	14	9,222	1,054	11.4	9	153	501
$300,000 - $499,999	25	9,255	968	10.5	16	153	436
$200,000 - $299,999	33	8,077	911	11.3	21	149	413
$100,000 - $199,999	95	13,391	1,658	12.4	94	330	662
$50,000 - $99,999	119	8,344	1,150	13.8	93	247	493
$10,000 - $49,999	152	3,915	561	14.3	155	165	243
Under $10,000	45	259	60	23.2	53	14	15
MILLINERY AND MILLINERY SUPPLIES	450	62,184	10,391	16.7	331	3,176	5,234
$1,000,000 and over	5	15,786	1,415	9.0	----	233	727
$500,000 - $999,999	9	8,017	705	11.7	4	200	344
$300,000 - $499,999	28	11,524	2,295	19.9	17	644	1,141
$200,000 - $299,999	21	5,103	1,104	21.6	13	327	550
$100,000 - $199,999	77	10,954	2,086	19.0	51	657	1,023
$50,000 - $99,999	111	8,351	1,746	20.9	81	685	962
$10,000 - $49,999	157	4,092	957	23.4	125	388	450
Under $10,000	42	357	83	23.2	40	42	37
SHOES AND OTHER FOOTWEAR	453	116,182	14,838	12.8	339	3,767	7,416
$2,000,000 and over	6	13,659	1,504	11.0	----	369	810
$1,000,000 - $1,999,999	19	25,406	3,131	12.3	5	808	1,827
$500,000 - $999,999	42	28,981	3,689	12.7	24	903	1,881
$300,000 - $499,999	39	14,689	1,938	13.2	31	423	908
$200,000 - $299,999	53	12,837	1,742	13.6	37	440	809
$100,000 - $199,999	85	12,400	1,599	12.9	66	420	691
$50,000 - $99,999	71	5,013	703	14.0	49	233	313
$10,000 - $49,999	106	3,001	490	16.3	96	159	185
Under $10,000	32	196	42	21.4	31	12	12
COAL AND COKE							
COAL AND COKE	520	270,338	27,728	10.3	209	6,969	12,605
$2,000,000 and over	35	156,527	12,829	8.2	2	2,412	5,539
$1,000,000 - $1,999,999	25	34,913	4,036	11.6	----	1,135	1,961
$500,000 - $999,999	44	31,630	3,696	11.7	11	943	1,783
$300,000 - $499,999	40	15,208	1,906	12.5	6	573	956
$200,000 - $299,999	47	11,127	1,738	15.6	5	468	743
$100,000 - $199,999	84	11,945	1,874	15.7	34	691	842
$50,000 - $99,999	68	5,067	867	17.1	47	354	415
Under $50,000	177	3,921	782	19.9	104	393	366
DRUGS (GENERAL LINE)							
DRUGS (GENERAL LINE)	259	323,863	43,340	13.4	32	15,033	25,067
SERVICE WHOLESALERS (WITHOUT LIQUOR)	214	251,534	33,369	13.3	24	11,772	19,401
$2,000,000 and over	31	100,107	13,312	13.3	----	4,481	7,683
$1,000,000 - $1,999,999	64	89,148	11,698	13.1	4	4,236	6,857
$500,000 - $999,999	55	42,613	5,573	13.1	10	2,022	3,286
$300,000 - $499,999	31	13,183	1,819	13.8	3	634	1,013
$200,000 - $299,999	20	5,179	777	15.0	4	325	467
$100,000 - $199,999	7	1,074	146	13.6	1	53	69
Under $100,000	6	230	44	19.1	2	21	26
SERVICE WHOLESALERS (WITH LIQUOR)	45	72,329	9,971	13.8	8	3,261	5,666
$2,000,000 and over	10	36,032	5,285	14.7	----	1,609	2,979
$1,000,000 - $1,999,999	17	23,623	3,112	13.2	1	1,091	1,771
$500,000 - $999,999	13	10,331	1,245	12.1	7	448	740
$300,000 - $499,999	5	2,343	329	14.0	----	113	176

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	Operating expenses (including pay roll) Amount (add 000)	Operating expenses (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)							
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)	1,242	$147,953	$38,519	26.0	725	10,307	$16,060
PROPRIETARY MEDICINES	391	42,176	8,066	19.1	222	2,555	3,948
$500,000 and over	14	12,403	1,385	11.2	4	388	878
$300,000 - $499,999	21	8,141	1,726	21.2	2	409	824
$200,000 - $299,999	25	6,220	1,503	24.2	21	393	630
$100,000 - $199,999	49	6,481	1,171	18.1	26	397	599
$50,000 - $99,999	68	4,781	1,062	22.3	30	417	542
Under $50,000	218	4,170	1,219	29.2	139	551	877
TOILETRIES	367	45,392	17,278	38.1	160	4,956	7,713
$500,000 and over	19	24,135	9,644	40.0	6	2,025	3,632
$200,000 - $499,999	32	10,423	4,098	39.3	8	1,498	2,161
$100,000 - $199,999	30	3,982	1,158	29.1	9	441	553
$50,000 - $99,999	38	2,648	891	33.6	14	307	524
$10,000 - $49,999	156	3,748	1,318	35.2	59	586	747
Under $10,000	92	456	169	37.1	66	99	76
DRUG SPECIALTIES AND SUNDRIES	484	60,385	13,175	21.8	343	2,796	4,399
$300,000 and over	25	36,825	8,830	24.0	9	1,026	2,139
$200,000 - $299,999	11	2,739	483	17.6	5	210	264
$100,000 - $199,999	61	8,522	1,529	17.9	40	546	795
$50,000 - $99,999	94	6,566	1,131	17.2	66	445	588
$10,000 - $49,999	209	5,248	1,079	20.6	181	502	556
Under $10,000	84	485	123	25.4	62	67	57
DRY GOODS (GENERAL LINE)							
DRY GOODS (GENERAL LINE)	217	204,037	30,945	15.2	118	10,989	17,885
$2,000,000 and over	16	110,562	18,355	14.8	2	5,932	9,660
$1,000,000 - $1,999,999	27	35,602	5,158	14.5	8	1,689	3,120
$500,000 - $999,999	43	31,869	5,405	17.0	15	1,974	3,048
$300,000 - $499,999	25	10,177	1,487	14.4	13	485	626
$200,000 - $299,999	31	7,794	1,240	15.9	20	448	599
$100,000 - $199,999	42	6,129	1,009	16.5	35	341	503
Under $100,000	33	1,904	311	16.3	27	120	129
DRY GOODS (SPECIALTY LINES)							
DRY GOODS (SPECIALTY LINES)	2,911	479,593	62,984	13.1	2,316	17,791	31,760
HOSIERY AND LINGERIE	404	84,481	9,174	10.9	351	2,404	4,491
$1,000,000 and over	16	24,034	2,371	9.9	11	414	1,262
$500,000 - $999,999	28	19,070	1,776	9.3	25	417	828
$300,000 - $499,999	39	15,107	1,860	12.3	33	533	989
$200,000 - $299,999	39	9,625	1,025	10.6	22	316	517
$100,000 - $199,999	55	7,647	914	11.8	47	298	423
$50,000 - $99,999	76	5,473	752	13.7	72	246	300
$10,000 - $49,999	122	3,139	444	14.1	115	170	163
Under $10,000	29	166	32	19.3	26	10	9
NOTIONS	661	92,549	17,704	19.1	668	6,143	9,944
$500,000 and over	31	30,856	5,767	18.8	8	1,729	3,447
$300,000 - $499,999	36	14,229	2,981	21.0	17	914	1,875
$200,000 - $299,999	48	11,007	1,918	17.4	30	631	1,066
$100,000 - $199,999	101	14,252	2,597	16.2	64	1,002	1,495
$50,000 - $99,999	170	12,136	2,473	20.4	113	958	1,345
$10,000 - $49,999	353	9,317	1,778	19.1	312	834	865
Under $10,000	124	752	174	23.1	124	75	51
PIECE GOODS:							
GENERAL LINE	46	13,769	2,094	15.2	43	569	1,092
$500,000 and over	6	6,383	1,314	15.7	8	343	763
$200,000 - $499,999	8	2,638	411	15.6	6	117	190
Under $200,000	30	2,748	369	13.4	29	109	139
COTTON	282	54,752	6,329	11.6	221	1,538	3,008
$1,000,000 and over	7	10,638	717	6.7	11	165	331
$500,000 - $999,999	25	17,547	1,996	11.4	15	448	962
$300,000 - $499,999	25	9,161	1,178	12.9	12	255	586
$200,000 - $299,999	21	5,179	771	14.9	13	183	395
$100,000 - $199,999	44	8,178	791	12.6	35	258	372
$50,000 - $99,999	48	3,517	491	14.0	41	134	198
$10,000 - $49,999	86	2,388	381	15.3	71	138	157
Under $10,000	28	168	22	13.1	23	9	7
DRY GOODS (SPECIALTY LINES)—Con.							
PIECE GOODS—Con.							
SILK, LINEN, RAYON, AND VELVET	366	$78,148	$7,812	10.0	268	1,921	$3,901
$2,000,000 and over	5	12,642	714	5.6	4	158	371
$1,000,000 - $1,999,999	12	15,607	1,233	7.9	6	311	708
$500,000 - $999,999	28	19,893	1,757	8.8	10	355	851
$300,000 - $499,999	20	7,894	811	10.3	11	199	398
$200,000 - $299,999	26	6,390	882	13.8	11	201	443
$100,000 - $199,999	57	7,994	1,242	15.5	36	329	624
$50,000 - $99,999	59	4,255	681	15.5	48	182	288
$10,000 - $49,999	123	3,234	471	14.6	106	175	205
Under $10,000	36	239	41	17.2	38	11	13
WOOLEN AND WORSTED	348	89,046	9,631	10.6	270	2,085	4,168
$2,000,000 and over	7	23,535	1,883	8.0	9	307	866
$1,000,000 - $1,999,999	10	15,020	1,059	7.1	9	176	437
$500,000 - $999,999	27	19,291	1,967	10.3	16	428	739
$300,000 - $499,999	21	7,719	1,097	14.2	11	255	577
$200,000 - $299,999	29	7,162	1,015	14.2	17	241	456
$100,000 - $199,999	59	8,323	1,315	15.8	43	347	570
$50,000 - $99,999	69	5,196	811	15.6	58	190	343
$10,000 - $49,999	98	2,632	423	16.1	80	131	171
Under $10,000	28	168	41	24.4	27	10	9
OTHER	309	37,212	5,574	15.0	234	1,577	2,827
$500,000 and over	15	12,718	1,779	14.0	11	482	980
$300,000 - $499,999	23	9,295	1,172	12.6	15	267	596
$200,000 - $299,999	13	3,065	439	14.3	11	114	191
$100,000 - $199,999	37	5,119	909	17.8	21	260	461
$50,000 - $99,999	50	3,461	838	16.4	33	195	317
$10,000 - $49,999	129	3,281	576	17.6	103	241	268
Under $10,000	42	273	61	22.3	40	18	14
OTHER DRY GOODS SPECIALTIES	295	29,656	4,666	15.7	263	1,504	2,329
$500,000 and over	12	11,061	1,540	13.9	5	412	822
$300,000 - $499,999	7	2,478	358	14.4	4	91	197
$200,000 - $299,999	13	3,020	452	15.0	17	155	223
$100,000 - $199,999	42	6,078	1,059	17.4	30	392	521
$50,000 - $99,999	48	3,223	517	16.0	41	185	260
$10,000 - $49,999	134	3,543	686	19.4	128	256	294
Under $10,000	39	253	54	21.3	38	13	12
ELECTRICAL GOODS							
ELECTRICAL GOODS	3,036	777,674	129,223	16.6	1,533	37,457	70,816
ELECTRICAL MERCHANDISE (GENERAL LINE)	452	294,966	39,489	13.4	49	11,576	23,234
$2,000,000 and over	26	68,899	8,959	13.0	----	2,720	5,796
$1,000,000 - $1,999,999	58	77,917	10,735	13.8	3	3,136	6,461
$500,000 - $999,999	113	79,136	10,331	13.1	6	2,967	5,923
$300,000 - $499,999	116	45,295	5,914	13.1	5	1,665	3,217
$200,000 - $299,999	51	12,439	1,753	14.1	13	525	905
$100,000 - $199,999	67	10,011	1,579	15.8	17	492	816
$50,000 - $99,999	13	984	181	16.4	3	48	84
$10,000 - $49,999	8	285	57	20.0	2	23	28
APPARATUS AND EQUIPMENT	205	23,401	5,379	23.0	123	1,669	3,053
$300,000 and over	9	11,758	1,907	16.2	7	397	1,017
$200,000 - $299,999	8	1,814	444	24.5	2	163	331
$100,000 - $199,999	29	3,857	1,207	31.3	8	399	701
$50,000 - $99,999	49	3,420	1,061	31.0	25	385	585
$10,000 - $49,999	90	2,437	724	29.7	64	304	401
Under $10,000	20	115	36	31.3	17	21	18
WIRING SUPPLIES AND CONSTRUCTION MATERIALS	942	124,991	21,699	17.5	555	6,996	11,920
$1,000,000 and over	8	13,756	1,868	12.1	----	489	965
$500,000 - $999,999	25	16,408	2,980	18.0	9	800	1,694
$300,000 - $499,999	60	22,519	4,003	17.6	12	1,149	2,276
$200,000 - $299,999	80	19,910	3,294	16.5	40	1,001	1,784
$100,000 - $199,999	193	27,337	5,029	18.4	103	1,626	2,712
$50,000 - $99,999	245	17,503	3,354	19.2	148	1,260	1,712
$10,000 - $49,999	264	7,156	1,493	20.9	185	625	744
Under $10,000	87	402	98	24.4	58	46	33
RADIOS AND EQUIPMENT	858	111,278	21,178	19.0	431	8,042	10,759
$1,000,000 and over	22	40,396	7,570	18.7	1	1,905	3,970
$500,000 - $999,999	32	21,514	3,404	15.6	4	825	1,686

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	Operating expenses (including pay roll) Amount (add 000)	Operating expenses (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
ELECTRICAL GOODS—Con.							
RADIOS AND EQUIPMENT—Con.							
$300,000 - $499,999	38	$14,445	$2,942	20.4	8	783	$1,485
$200,000 - $299,999	42	10,198	1,870	18.3	19	493	924
$100,000 - $199,999	70	9,970	2,071	20.8	34	683	1,075
$50,000 - $99,999	102	8,987	1,430	20.5	74	529	717
$10,000 - $49,999	281	7,264	1,753	24.1	225	781	870
Under $10,000	71	506	138	27.3	66	63	52
REFRIGERATORS AND EQUIPMENT (HOUSEHOLD)	159	118,018	20,116	17.0	53	4,814	10,853
$2,000,000 and over	9	52,249	8,837	16.9	----	1,789	4,355
$1,000,000 - $1,999,999	21	30,769	4,915	16.0	3	1,208	2,803
$500,000 - $999,999	32	23,407	4,107	17.5	8	1,134	2,360
$300,000 - $499,999	11	4,168	868	20.8	3	255	430
$200,000 - $299,999	13	3,223	568	17.6	4	144	283
$100,000 - $199,999	16	2,196	383	17.4	4	123	209
$50,000 - $99,999	14	985	179	18.2	9	83	106
$10,000 - $49,999	35	973	246	25.3	16	90	122
Under $10,000	8	48	13	27.1	8	8	5
ALL OTHER	620	105,220	21,182	20.1	322	8,360	11,197
$1,000,000 and over	12	18,711	3,277	17.5	2	818	1,719
$500,000 - $999,999	34	24,270	4,241	17.5	6	1,110	2,293
$300,000 - $499,999	51	19,955	3,945	19.8	8	1,215	2,158
$200,000 - $299,999	53	13,117	2,704	20.6	8	742	1,427
$100,000 - $199,999	107	14,757	3,414	23.1	48	1,103	1,759
$50,000 - $99,999	119	8,814	2,061	23.4	60	721	1,088
$10,000 - $49,999	190	5,297	1,395	26.3	154	592	682
Under $10,000	54	299	125	41.8	36	59	71
FARM PRODUCTS—RAW MATERIALS							
FARM PRODUCTS—RAW MATERIALS	1,764	1,113,431	78,662	7.1	1,338	19,632	29,038
COTTON	133	181,956	12,577	6.9	119	1,820	3,250
$2,000,000 and over	23	120,837	7,353	6.1	28	778	1,776
$1,000,000 - $1,999,999	17	29,506	2,139	7.2	11	192	420
$500,000 - $999,999	28	20,088	2,099	10.4	23	398	708
$300,000 - $499,999	12	4,413	308	7.0	15	52	97
$200,000 - $299,999	17	4,237	297	7.0	15	70	86
$100,000 - $199,999	14	1,892	237	12.5	10	54	78
$50,000 - $99,999	8	805	98	18.2	4	44	60
Under $50,000	14	376	46	12.2	13	32	25
GRAINS	373	452,464	24,120	5.3	197	4,785	8,296
$2,000,000 and over	53	337,900	15,875	4.7	----	2,365	4,907
$1,000,000 - $1,999,999	36	51,679	2,247	4.3	3	518	952
$500,000 - $999,999	37	27,101	1,993	7.4	5	495	767
$300,000 - $499,999	37	14,441	1,421	9.8	18	391	516
$200,000 - $299,999	26	6,378	805	12.8	8	270	340
$100,000 - $199,999	61	9,288	1,033	11.1	47	367	452
$50,000 - $99,999	56	3,872	500	12.9	49	217	239
Under $50,000	87	1,805	246	13.8	67	182	123
HIDES, SKINS, AND RAW FURS	609	158,206	12,779	8.1	486	3,270	5,633
$2,000,000 and over	7	38,773	1,997	5.2	----	380	894
$1,000,000 - $1,999,999	19	28,545	1,619	6.1	7	353	715
$500,000 - $999,999	39	27,372	2,254	8.2	17	483	980
$300,000 - $499,999	53	20,150	1,909	9.5	37	463	837
$200,000 - $299,999	88	16,550	1,739	10.5	45	530	842
$100,000 - $199,999	115	18,331	1,816	11.0	82	554	782
$50,000 - $99,999	119	8,824	939	10.9	119	345	398
$10,000 - $49,999	132	3,354	449	13.4	125	160	187
Under $10,000	59	307	57	18.6	54	22	18
HORSES AND MULES	28	8,992	329	4.7	31	118	100
$100,000 and over	12	6,458	254	3.9	18	93	75
$50,000 - $99,999	5	341	39	11.4	4	18	18
$10,000 - $49,999	9	193	36	16.7	9	9	7
LIVESTOCK	105	8,253	1,041	12.8	102	370	328
$200,000 and over	10	4,350	530	12.2	9	154	180
$100,000 - $199,999	12	1,705	211	12.4	13	84	59
$50,000 - $99,999	12	923	93	10.1	14	28	24
$10,000 - $49,999	51	1,156	181	15.7	48	121	83
Under $10,000	20	119	26	21.8	20	3	2
TOBACCO (LEAF)	144	82,189	9,124	14.7	94	5,752	4,830
$2,000,000 and over	7	29,577	3,329	11.3	----	1,673	1,493
$1,000,000 - $1,999,999	11	14,388	1,838	12.8	1	1,870	1,051
$500,000 - $999,999	11	7,477	1,679	22.5	----	1,170	1,011
$300,000 - $499,999	12	4,333	928	21.4	1	584	533
FARM PRODUCTS—RAW MATERIALS—Con.							
TOBACCO (LEAF)—Con.							
$200,000 - $299,999	7	$1,822	$393	21.8	4	209	$246
$100,000 - $199,999	15	1,930	470	24.4	11	211	285
$50,000 - $99,999	20	1,345	218	18.1	23	100	110
$10,000 - $49,999	47	1,239	252	20.3	44	126	115
Under $10,000	14	100	21	21.0	10	9	8
WOOL AND MOHAIR	153	179,834	11,878	6.8	139	1,306	4,069
$2,000,000 and over	20	123,256	7,464	6.1	12	688	2,793
$1,000,000 - $1,999,999	19	28,718	2,051	7.7	15	189	543
$500,000 - $999,999	20	13,315	956	7.2	23	182	348
$300,000 - $499,999	19	7,378	589	8.0	18	105	190
$200,000 - $299,999	15	3,887	305	8.3	14	40	70
$100,000 - $199,999	29	4,080	356	8.7	28	82	113
$50,000 - $99,999	13	844	95	11.3	11	25	25
$10,000 - $49,999	11	308	34	11.0	13	15	9
Under $10,000	7	50	6	12.0	7	----	----
ALL OTHER	221	63,737	6,818	10.7	168	2,411	2,512
$2,000,000 and over	5	15,305	1,093	7.1	----	60	350
$1,000,000 - $1,999,999	7	8,905	783	8.8	2	155	221
$500,000 - $999,999	21	18,952	1,938	10.2	18	828	701
$300,000 - $499,999	24	8,981	1,228	13.7	12	601	452
$200,000 - $299,999	11	2,678	418	15.8	4	189	195
$100,000 - $199,999	31	4,551	612	13.4	19	417	253
$50,000 - $99,999	38	2,610	398	15.2	25	198	188
$10,000 - $49,999	63	1,832	307	18.8	64	139	138
Under $10,000	21	143	39	27.3	28	24	18
FARM PRODUCTS—CONSUMER GOODS							
FARM PRODUCTS—CONSUMER GOODS	10,072	2003035	267,302	13.3	9,478	87,027	128888
DAIRY PRODUCTS	1,977	465,744	108,347	23.3	1,172	32,520	53,935
$2,000,000 and over	33	117,529	16,606	15.8	3	4,564	9,723
$1,000,000 - $1,999,999	54	73,159	18,011	24.8	11	4,772	9,281
$500,000 - $999,999	125	84,843	19,522	23.0	16	5,141	9,469
$300,000 - $499,999	152	58,335	15,160	26.0	39	4,517	7,554
$200,000 - $299,999	135	32,403	8,727	26.9	30	2,900	4,357
$100,000 - $199,999	366	51,503	15,527	30.1	163	5,352	7,800
$50,000 - $99,999	400	30,321	8,047	26.5	288	3,071	3,880
$10,000 - $49,999	809	18,972	4,574	27.0	532	2,096	2,033
Under $10,000	103	679	173	25.5	90	107	78
DAIRY AND POULTRY PRODUCTS	725	240,254	20,782	8.8	591	8,873	10,774
$2,000,000 and over	22	85,318	3,375	4.0	14	911	1,912
$1,000,000 - $1,999,999	30	39,501	3,842	9.7	9	1,263	2,077
$500,000 - $999,999	49	34,183	3,643	10.7	23	1,207	2,018
$300,000 - $499,999	58	21,696	2,494	11.5	47	874	1,250
$200,000 - $299,999	88	21,263	2,518	11.8	73	859	1,282
$100,000 - $199,999	154	22,882	3,062	13.4	131	1,054	1,460
$50,000 - $99,999	145	10,462	1,248	11.9	128	467	566
$10,000 - $49,999	164	4,853	560	11.5	148	229	204
Under $10,000	17	96	20	20.8	18	9	7
POULTRY AND POULTRY PRODUCTS	1,527	238,693	21,974	9.2	1,534	8,589	9,988
$2,000,000 and over	8	21,296	1,612	7.6	4	292	721
$1,000,000 - $1,999,999	25	32,306	2,163	6.7	19	553	767
$500,000 - $999,999	70	46,159	4,005	8.7	46	1,468	1,990
$300,000 - $499,999	101	38,855	3,419	8.8	83	1,242	1,704
$200,000 - $299,999	118	28,038	2,767	9.9	113	1,155	1,348
$100,000 - $199,999	258	36,587	3,761	10.3	263	1,586	1,726
$50,000 - $99,999	286	20,266	2,296	11.3	289	1,141	998
$10,000 - $49,999	558	14,576	1,838	12.6	607	1,055	702
Under $10,000	105	610	111	18.2	110	59	32
FRUITS AND VEGETABLES (FRESH)	5,037	971,052	106,316	10.9	5,321	35,537	49,831
$2,000,000 and over	33	105,546	8,842	8.4	9	2,201	3,965
$1,000,000 - $1,999,999	107	141,828	12,223	8.6	48	3,671	6,554
$500,000 - $999,999	327	221,303	23,081	10.4	274	7,355	11,415
$300,000 - $499,999	396	149,700	17,447	11.7	309	5,909	8,432
$200,000 - $299,999	470	114,580	13,519	11.8	437	4,558	6,310
$100,000 - $199,999	909	130,045	16,176	12.4	963	5,767	7,222
$50,000 - $99,999	923	67,293	8,939	13.3	1,101	3,491	3,725
$10,000 - $49,999	1,468	38,395	5,642	14.7	1,734	2,356	2,057
Under $10,000	406	2,380	447	18.9	446	229	131
FRESH FRUITS ONLY	776	81,964	9,329	11.4	833	3,270	4,059
$1,000,000 and over	5	8,747	974	11.1	4	318	542
$500,000 - $999,999	20	13,379	1,103	8.2	19	410	507
$300,000 - $499,999	38	14,450	1,322	9.1	52	467	624
$200,000 - $299,999	53	12,597	1,411	11.2	58	374	513

* Employees and pay roll include paid executivee of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
FARM PRODUCTS—CONSUMER GOODS—Con.							
FRESH FRUITS ONLY—Con.							
$100,000 - $199,999	102	$14,786	$1,936	13.1	116	669	$863
$50,000 - $99,999	142	9,920	1,308	13.2	151	511	545
$10,000 - $49,999	304	7,427	1,150	15.5	315	483	438
Under $10,000	112	658	125	19.0	116	36	27
ALL OTHER	30	5,326	574	10.6	25	258	303
$100,000 and over	9	4,687	490	10.5	6	217	265
$50,000 - $99,999	6	398	41	10.3	5	15	17
$10,000 - $49,999	6	198	36	16.2	7	17	16
Under $10,000	7	45	7	15.6	7	9	5
FARM SUPPLIES							
FARM SUPPLIES	1,424	305,451	40,631	13.4	1,042	14,166	19,282
FEED	762	126,788	13,926	11.0	625	5,027	6,477
$2,000,000 and over	6	22,365	1,453	6.5	---	494	763
$1,000,000 - $1,999,999	11	14,096	1,484	10.5	5	349	734
$500,000 - $999,999	37	24,549	2,512	10.2	27	845	1,153
$300,000 - $499,999	40	15,171	1,970	13.0	20	635	692
$200,000 - $299,999	57	13,720	1,635	11.9	41	566	745
$100,000 - $199,999	128	16,636	2,168	12.9	88	638	966
$50,000 - $99,999	176	12,517	1,576	12.6	145	710	743
$10,000 - $49,999	265	7,293	1,083	14.8	257	560	482
Under $10,000	40	239	45	16.6	42	30	19
FERTILIZER	60	14,762	1,606	10.9	55	509	618
$500,000 and over	5	7,490	505	6.7	---	93	295
$300,000 - $499,999	7	2,704	472	17.5	4	122	200
$200,000 - $299,999	9	2,101	262	12.5	2	67	142
$100,000 - $199,999	5	743	66	11.6	3	25	40
$50,000 - $99,999	12	903	120	13.3	5	58	48
$10,000 - $49,999	33	768	147	19.1	34	115	83
Under $10,000	9	53	14	26.4	7	9	10
SEEDS	407	100,348	19,081	19.0	256	6,528	6,984
$1,000,000 and over	17	31,765	6,000	16.9	4	1,622	2,934
$500,000 - $999,999	37	25,731	4,541	17.6	31	1,396	1,919
$300,000 - $499,999	28	10,656	1,928	18.1	7	665	906
$200,000 - $299,999	40	9,586	1,944	20.3	22	604	936
$100,000 - $199,999	69	13,418	2,623	19.5	57	1,047	1,324
$50,000 - $99,999	67	6,395	1,324	20.7	50	622	812
$10,000 - $49,999	90	2,691	686	25.5	74	355	336
Under $10,000	19	104	35	33.7	11	17	17
ALL OTHER	175	63,553	6,218	9.8	108	2,122	3,003
$500,000 and over	12	44,871	3,489	7.7	2	1,075	1,679
$300,000 - $499,999	17	6,482	695	13.9	2	257	422
$200,000 - $299,999	9	2,292	316	13.6	8	119	158
$100,000 - $199,999	33	4,968	776	15.6	14	314	373
$50,000 - $99,999	47	3,313	479	14.5	38	217	238
$10,000 - $49,999	51	1,607	271	16.9	41	134	129
Under $10,000	6	40	12	30.0	5	6	4
FURNITURE AND HOUSE FURNISHINGS							
FURNITURE AND HOUSE FURNISHINGS	1,920	319,289	53,413	16.7	1,276	15,422	27,627
CHINA, GLASSWARE, AND CROCKERY	236	20,654	4,706	22.6	149	1,540	2,414
$500,000 and over	6	3,649	725	16.6	3	223	390
$300,000 - $499,999	15	5,453	1,232	22.6	5	335	624
$200,000 - $299,999	9	2,226	834	28.5	---	167	285
$100,000 - $199,999	26	3,567	726	20.4	17	276	417
$50,000 - $99,999	45	2,984	751	25.2	14	271	414
$10,000 - $49,999	106	2,427	593	24.4	87	242	269
Under $10,000	29	148	45	30.8	23	26	15
FLOOR COVERINGS	411	133,482	16,239	13.7	207	4,772	9,504
$2,000,000 and over	12	32,058	4,280	13.4	---	1,144	2,500
$1,000,000 - $1,999,999	14	20,673	2,563	12.3	---	686	1,489
$500,000 - $999,999	51	36,511	4,429	12.1	13	1,081	2,243
$300,000 - $499,999	52	19,728	2,731	13.8	12	684	1,282
$200,000 - $299,999	32	7,619	1,214	15.5	6	320	583
$100,000 - $199,999	55	6,231	1,521	16.5	30	389	733
$50,000 - $99,999	73	5,360	954	17.8	48	303	436
$10,000 - $49,999	93	2,731	511	18.7	71	148	225
Under $10,000	29	151	36	23.6	25	17	13
FURNITURE AND HOUSE FURNISHINGS—Con.							
FURNITURE (GENERAL LINE)	48	$10,432	$2,166	21.0	26	752	$1,150
$500,000 and over	7	6,323	1,367	21.6	4	493	744
$200,000 - $499,999	6	1,636	318	19.4	2	96	174
$100,000 - $199,999	10	1,531	296	19.3	1	101	156
$50,000 - $99,999	6	661	133	20.1	3	37	50
Under $50,000	17	281	74	26.3	16	25	26
FURNITURE (HOUSEHOLD)	319	45,510	9,590	21.1	174	2,585	4,708
$500,000 and over	19	15,647	2,966	16.7	3	702	1,475
$300,000 - $499,999	24	9,282	1,937	20.9	12	470	919
$200,000 - $299,999	26	6,129	1,425	23.3	5	354	714
$100,000 - $199,999	50	6,743	1,530	22.7	19	476	791
$50,000 - $99,999	57	4,244	666	20.4	34	288	413
Under $50,000	143	3,265	666	26.5	101	295	396
FURNITURE (OFFICE)	50	3,044	523	17.2	35	156	254
$100,000 and over	4	1,939	274	14.1	---	48	127
$50,000 - $99,999	7	405	63	20.5	3	39	54
$10,000 - $49,999	23	603	138	22.9	18	55	58
Under $10,000	16	97	28	28.9	14	14	15
HOUSE FURNISHINGS (EXCEPT AS SPECIFIED)	741	66,568	13,706	15.5	616	4,216	7,128
$1,000,000 and over	14	20,956	2,374	11.3	---	629	1,389
$500,000 - $999,999	25	17,327	2,223	12.8	10	532	1,267
$300,000 - $499,999	32	12,200	1,711	14.0	25	476	945
$200,000 - $299,999	42	10,274	1,816	17.7	17	512	931
$100,000 - $199,999	69	12,360	2,202	17.8	74	677	979
$50,000 - $99,999	100	6,906	1,376	19.9	62	526	687
$10,000 - $49,999	305	7,763	1,757	22.6	277	748	634
Under $10,000	134	762	245	32.2	131	116	96
MUSICAL INSTRUMENTS AND SHEET MUSIC	115	17,619	4,461	25.3	69	1,399	2,469
$500,000 and over	9	6,169	1,755	21.5	---	564	971
$300,000 - $499,999	7	2,589	632	24.4	3	168	368
$200,000 - $299,999	9	2,296	712	31.0	3	221	391
$100,000 - $199,999	15	2,126	560	26.3	12	171	296
$50,000 - $99,999	21	1,484	457	30.6	17	136	232
Under $50,000	54	953	345	36.2	34	137	189
GROCERIES (GENERAL LINES)							
GROCERIES (GENERAL LINE)	2,748	1302579	125321	9.6	1,380	47,128	66,625
NOT SPONSORING COOPERATIVE OR VOLUNTARY GROUPS	2,748	1302579	125321	9.6	1,380	47,126	66,625
$2,000,000 and over	57	207552	25170	12.1	17	8,475	14,479
$1,000,000 - $1,999,999	162	237131	23114	9.7	56	6,615	12,724
$500,000 - $999,999	566	381339	34324	9.0	235	12,765	17,979
$300,000 - $499,999	645	252151	22372	8.9	276	6,760	11,516
$200,000 - $299,999	525	128712	11225	8.7	278	4,531	5,537
$100,000 - $199,999	530	79405	7487	9.4	326	3,167	3,582
$50,000 - $99,999	176	14004	1359	9.7	133	654	670
Under $50,000	65	2265	290	12.7	57	161	136
GROCERIES AND FOODS (SPECIALTY LINES)							
GROCERIES AND FOODS (SPECIALTY LINES)	10205	1568483	231239	14.7	6,729	73,603	108661
BREAKFAST CEREALS	32	21,964	9,644	43.9	7	627	1,362
CANNED FOODS	350	77,353	9,201	11.9	252	2,917	4,645
$1,000,000 and over	12	18,958	1,536	6.1	4	431	644
$500,000 - $999,999	32	22,435	2,631	12.6	19	756	1,400
$300,000 - $499,999	35	13,141	1,617	12.3	24	555	697
$200,000 - $299,999	26	6,616	969	14.6	10	289	430
$100,000 - $199,999	61	6,642	1,084	12.5	48	398	516
$50,000 - $99,999	67	4,654	700	14.4	64	284	331
$10,000 - $49,999	95	2,595	440	17.0	64	195	217
Under $10,000	20	112	24	21.4	19	9	6
COFFEE, TEA, AND SPICES	589	76,956	20,574	26.1	399	5,832	9,582
$2,000,000 and over	5	15,003	3,116	20.6	---	576	1,234
$1,000,000 - $1,999,999	12	17,347	4,725	27.2	---	1,188	2,004
$500,000 - $999,999	15	9,797	2,371	24.2	2	554	1,081
$300,000 - $499,999	21	6,105	2,502	30.9	6	651	1,242

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	Operating expenses (including pay roll) Amount (add 000)	Operating expenses (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
GROCERIES AND FOODS (SPECIALTY LINES)—Con.							
COFFEE, TEA, AND SPICES—Con.							
$200,000 - $299,999	28	$6,535	$1,790	27.4	2	586	$981
$100,000 - $199,999	62	8,801	2,352	26.7	25	824	1,188
$50,000 - $99,999	89	6,204	1,783	28.7	49	637	949
$10,000 - $49,999	271	6,638	1,819	27.4	228	763	865
Under $10,000	86	526	116	22.1	87	53	40
COFFEE ROASTING AND SPICE GRINDING	275	105,794	19,885	18.8	153	5,897	9,203
$1,000,000 and over	19	70,843	10,203	14.4	---	2,640	4,578
$500,000 - $999,999	16	10,721	2,235	20.8	---	613	941
$300,000 - $499,999	19	7,153	1,989	27.8	2	678	942
$200,000 - $299,999	19	4,727	1,511	32.0	3	506	784
$100,000 - $199,999	38	5,512	1,859	33.7	24	666	972
$50,000 - $99,999	62	4,351	1,370	31.5	42	522	658
$10,000 - $49,999	84	2,386	685	28.7	67	258	319
Under $10,000	18	101	33	32.7	15	14	9
CONFECTIONERY	1,675	122,587	16,574	13.5	1,598	6,425	7,759
$1,000,000 and over	5	9,604	1,547	16.1	5	311	496
$500,000 - $999,999	15	10,596	1,043	9.8	9	392	577
$300,000 - $499,999	37	13,613	1,657	12.2	23	606	849
$200,000 - $299,999	50	12,103	1,910	15.8	38	722	1,003
$100,000 - $199,999	209	29,045	3,964	13.6	169	1,549	1,963
$50,000 - $99,999	378	26,476	3,594	13.6	358	1,540	1,796
$10,000 - $49,999	777	19,917	2,628	13.2	796	1,179	1,009
Under $10,000	204	1,233	231	18.7	200	126	66
FISH AND SEA FOODS	1,104	126,640	25,584	20.2	906	8,410	12,014
$1,000,000 and over	8	14,509	2,185	15.1	1	529	1,080
$500,000 - $999,999	32	22,207	4,273	19.2	15	1,173	2,181
$300,000 - $499,999	54	20,287	3,972	19.6	15	1,113	1,976
$200,000 - $299,999	78	18,439	3,916	21.2	38	1,166	1,806
$100,000 - $199,999	177	24,485	5,257	21.5	111	1,824	2,412
$50,000 - $99,999	220	15,444	3,422	22.2	169	1,343	1,486
$10,000 - $49,999	399	10,388	2,342	22.5	413	1,146	991
Under $10,000	138	881	217	24.6	144	116	82
FLOUR	315	44,385	5,140	11.6	218	1,408	2,357
$500,000 and over	10	9,133	1,003	11.0	7	144	413
$300,000 - $499,999	33	12,497	1,301	10.4	14	312	577
$200,000 - $299,999	30	7,355	837	11.4	14	235	371
$100,000 - $199,999	54	7,625	1,021	13.4	26	315	573
$50,000 - $99,999	72	4,944	610	12.3	49	236	273
$10,000 - $49,999	100	2,745	355	12.9	93	159	145
Under $10,000	16	86	13	15.1	13	7	5
FRUITS AND VEGETABLES (FROSTED)	28	8,318	800	9.6	20	235	398
$100,000 and over	12	7,757	692	8.9	1	201	349
Under $100,000	16	561	108	19.3	19	34	49
MEATS AND PROVISIONS	2,340	510,276	56,505	11.1	2,292	17,682	28,729
$2,000,000 and over	19	57,605	5,528	9.6	11	1,469	2,747
$1,000,000 - $1,999,999	56	75,413	6,807	9.0	31	1,581	3,576
$500,000 - $999,999	162	111,383	11,180	10.0	114	3,155	5,996
$300,000 - $499,999	237	91,799	10,858	11.8	163	3,302	5,719
$200,000 - $299,999	229	58,860	6,969	11.8	233	2,366	3,586
$100,000 - $199,999	437	62,656	8,015	12.8	454	2,872	3,907
$50,000 - $99,999	490	35,752	4,593	12.8	560	1,829	2,142
$10,000 - $49,999	591	16,122	2,407	14.9	605	1,035	1,009
Under $10,000	119	686	148	21.6	121	73	47
OTHER FOOD AND GROCERY SPECIALTIES	3,497	472,190	67,332	14.3	2,886	24,170	32,632
$2,000,000 and over	17	55,653	8,623	15.5	4	2,649	3,864
$1,000,000 - $1,999,999	34	44,498	5,077	11.4	5	1,295	2,698
$500,000 - $999,999	136	92,592	12,632	13.6	58	3,553	6,031
$300,000 - $499,999	205	78,394	10,370	13.2	91	3,453	5,401
$200,000 - $299,999	233	56,791	7,382	13.0	157	2,736	3,501
$100,000 - $199,999	459	64,878	9,352	14.4	381	3,843	4,611
$50,000 - $99,999	597	43,109	6,769	15.7	520	2,927	3,301
$10,000 - $49,999	1,320	33,401	6,431	19.3	1,196	3,311	2,971
Under $10,000	496	2,874	696	24.2	474	403	254
HARDWARE							
HARDWARE	1,308	568,101	105,142	18.5	597	37,891	62,457
GENERAL LINE (WITH INDUSTRIAL DEPARTMENT)	402	377,774	68,959	18.3	76	24,969	41,821
$2,000,000 and over	42	205,126	35,855	17.5	---	13,242	22,314
$1,000,000 - $1,999,999	42	54,770	10,040	18.3	1	3,654	6,257
$500,000 - $999,999	91	63,904	12,115	19.0	6	4,219	7,162
$300,000 - $499,999	77	29,657	5,644	19.0	13	1,957	3,178
HARDWARE—Con.							
GENERAL LINE (WITH INDUSTRIAL DEPARTMENT)—Con.							
$200,000 - $299,999	53	$13,201	$2,775	21.0	7	979	$1,497
$100,000 - $199,999	60	8,896	1,997	22.4	31	717	1,117
$50,000 - $99,999	24	1,781	441	24.8	11	178	246
$10,000 - $49,999	13	439	92	21.0	7	43	52
GENERAL LINE (WITHOUT INDUSTRIAL DEPARTMENT)	355	139,556	24,963	17.9	142	9,290	14,562
$2,000,000 and over	13	34,097	5,621	16.5	---	2,344	3,535
$1,000,000 - $1,999,999	20	29,426	5,145	17.5	---	1,793	3,022
$500,000 - $999,999	49	32,902	5,968	18.1	4	2,150	3,496
$300,000 - $499,999	43	16,407	2,935	17.9	13	1,049	1,602
$200,000 - $299,999	42	10,787	2,082	19.3	14	732	1,206
$100,000 - $199,999	63	8,816	1,720	19.5	39	610	880
$50,000 - $99,999	75	5,541	1,172	21.2	35	471	656
Under $50,000	50	1,580	320	20.3	37	141	165
SPECIALTY LINES	551	50,771	11,220	22.1	379	3,612	6,074
$500,000 and over	13	13,539	3,159	23.3	3	929	1,749
$300,000 - $499,999	19	6,974	1,281	18.4	5	426	762
$200,000 - $299,999	19	4,444	886	19.9	9	268	475
$100,000 - $199,999	86	11,783	2,642	22.4	39	820	1,447
$50,000 - $99,999	103	7,392	1,710	23.1	69	554	905
$10,000 - $49,999	223	6,093	1,413	23.2	177	548	673
Under $10,000	88	546	129	23.8	77	67	63
JEWELRY							
JEWELRY	1,571	199,831	36,263	18.1	1,362	8,633	[1]17486
JEWELRY (GENERAL LINE)	194	62,071	10,635	17.1	139	2,640	5,500
$1,000,000 and over	10	16,908	2,592	15.3	1	536	1,319
$500,000 - $999,999	23	14,973	2,660	17.8	8	659	1,371
$300,000 - $499,999	36	13,423	2,479	18.5	24	668	1,340
$200,000 - $299,999	19	4,474	777	17.4	17	198	425
$100,000 - $199,999	74	10,612	1,859	17.5	61	500	924
Under $100,000	32	1,681	268	15.9	28	79	121
CLOCKS AND WATCHES	140	38,503	7,156	18.6	111	1,000	[1]2,778
$1,000,000 and over	7	25,195	5,120	20.3	4	469	1,673
$500,000 - $999,999	7	4,981	649	13.0	3	134	355
$300,000 - $499,999	7	2,439	420	17.2	2	105	255
$200,000 - $299,999	5	1,276	180	14.1	6	46	104
$100,000 - $199,999	12	1,661	271	18.3	10	82	150
$50,000 - $99,999	18	1,272	215	16.9	11	71	112
$10,000 - $49,999	64	1,567	287	18.3	57	90	[1]125
Under $10,000	20	112	14	12.5	18	3	4
DIAMONDS AND OTHER PRECIOUS STONES	302	26,030	2,694	10.3	294	400	1,060
$300,000 and over	12	6,762	771	11.4	18	64	265
$200,000 - $299,999	19	4,836	523	11.3	21	68	197
$100,000 - $199,999	45	8,014	537	8.9	37	91	254
$50,000 - $99,999	73	5,157	483	9.4	75	88	191
$10,000 - $49,999	131	3,303	356	10.8	122	82	140
Under $10,000	22	158	24	15.2	21	9	13
ALL OTHER	935	73,227	15,778	21.5	818	4,593	8,148
$1,000,000 and over	7	14,934	3,323	22.3	---	743	1,905
$500,000 - $999,999	14	9,541	2,897	28.3	3	1,010	1,557
$300,000 - $499,999	21	8,248	1,956	23.7	10	538	941
$200,000 - $299,999	20	4,769	953	20.0	13	238	527
$100,000 - $199,999	77	10,831	2,274	21.4	63	585	1,211
$50,000 - $99,999	185	12,713	2,322	18.3	165	720	1,078
$10,000 - $49,999	455	11,462	2,056	17.9	413	707	880
Under $10,000	156	929	197	21.2	151	52	51
LUMBER AND CONSTRUCTION MATERIALS							
LUMBER AND CONSTRUCTION MATERIALS	2,810	593,211	106158	17.9	1,231	33,215	55,801
BUILDERS' SUPPLIES (GENERAL LINE)	183	63,427	10,532	16.6	71	3,993	5,716
$1,000,000 and over	12	22,525	3,483	15.5	7	1,340	1,852
$500,000 - $999,999	20	12,814	2,102	16.4	3	700	1,131
$300,000 - $499,999	35	12,881	2,073	16.1	1	803	1,200
$200,000 - $299,999	27	6,411	1,154	18.0	17	477	636
$100,000 - $199,999	38	5,888	1,108	18.8	11	419	594
$50,000 - $99,999	32	2,361	502	21.3	17	204	247
Under $50,000	19	567	112	19.8	15	50	56

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
[1] Revised.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
LUMBER AND CONSTRUCTION MATERIALS—Con.							
LUMBER	836	$194,664	$27,838	14.3	432	8,488	$14,106
$2,000,000 and over	9	24,060	2,124	8.8	----	365	875
$1,000,000 - $1,999,999	22	31,873	3,383	10.6	8	739	1,773
$500,000 - $999,999	71	48,338	6,586	13.6	14	1,740	3,431
$300,000 - $499,999	84	32,298	4,894	15.2	24	1,442	2,548
$200,000 - $299,999	75	18,339	2,893	15.8	27	960	1,422
$100,000 - $199,999	162	23,481	4,656	19.8	70	1,740	2,425
$50,000 - $99,999	132	9,679	1,907	19.7	78	757	956
$10,000 - $49,999	216	6,233	1,302	20.9	147	875	642
Under $10,000	65	363	93	25.6	64	70	34
LUMBER AND MILLWORK	127	35,598	6,283	17.6	45	2,222	3,630
$1,000,000 - $1,999,999	8	10,070	1,535	15.2	7	531	892
$500,000 - $999,999	10	7,888	1,090	13.8	2	381	669
$300,000 - $499,999	13	5,123	932	18.2	3	315	578
$200,000 - $299,999	27	6,601	1,391	21.1	5	459	763
$100,000 - $199,999	27	3,733	772	20.7	7	251	418
$50,000 - $99,999	23	1,644	409	24.9	7	206	214
Under $50,000	19	539	154	28.6	14	79	98
MILLWORK	266	57,491	12,783	22.2	92	4,144	7,698
$1,000,000 - $1,999,999	6	8,465	1,943	23.0	----	700	1,423
$500,000 - $999,999	19	12,005	2,618	21.8	2	795	1,620
$300,000 - $499,999	35	13,419	2,748	20.5	7	784	1,582
$200,000 - $299,999	37	9,617	2,244	23.3	8	881	1,241
$100,000 - $199,999	68	9,863	2,192	22.2	20	801	1,239
$50,000 - $99,999	40	2,873	723	25.2	13	288	434
$10,000 - $49,999	43	1,123	279	24.8	25	112	142
Under $10,000	20	126	38	28.8	19	25	17
BRICK, TILE, AND TERRA COTTA	132	16,898	2,717	16.1	85	884	1,328
$500,000 and over	10	6,332	852	13.5	----	142	418
$200,000 - $299,999	16	3,704	659	17.8	11	102	272
$100,000 - $199,999	26	3,650	625	17.1	10	187	328
$50,000 - $99,999	27	1,960	322	18.4	14	107	159
$10,000 - $49,999	43	1,189	241	20.3	24	114	143
Under $10,000	10	83	18	28.8	6	12	10
CEMENT, LIME, AND PLASTER	98	21,048	3,381	16.0	27	874	1,615
$500,000 and over	12	11,270	1,545	13.7	----	287	863
$300,000 - $499,999	10	4,015	824	15.5	----	187	288
$200,000 - $299,999	8	1,513	292	19.3	----	100	179
$100,000 - $199,999	11	1,491	317	21.3	1	91	188
$50,000 - $99,999	27	1,968	395	20.1	11	137	197
Under $50,000	32	793	188	23.7	15	92	102
GLASS	280	31,927	9,395	29.4	168	3,445	5,899
$500,000 and over	12	9,104	2,073	22.8	1	827	1,453
$300,000 - $499,999	13	4,990	1,330	28.7	2	427	845
$200,000 - $299,999	17	4,187	1,313	31.4	----	385	757
$100,000 - $199,999	48	8,813	2,380	35.7	19	843	1,435
$50,000 - $99,999	59	4,259	1,403	32.9	31	561	877
$10,000 - $49,999	94	2,538	842	33.2	78	381	495
Under $10,000	37	238	74	31.4	37	41	37
ALL OTHER	868	172,158	33,249	19.3	331	9,385	15,809
$2,000,000 and over	5	27,532	8,828	24.1	----	974	2,047
$1,000,000 - $1,999,999	13	17,827	3,120	17.5	----	817	1,803
$500,000 - $999,999	34	24,066	4,884	19.5	8	1,192	2,155
$300,000 - $499,999	81	31,109	4,714	15.2	13	1,455	2,588
$200,000 - $299,999	103	25,198	5,066	20.1	19	1,731	2,487
$100,000 - $199,999	191	28,384	4,735	17.9	63	1,500	2,448
$50,000 - $99,999	190	13,854	2,715	19.9	81	986	1,420
$10,000 - $49,999	214	8,037	1,482	24.2	123	845	788
Under $10,000	57	353	127	38.0	48	85	77
MACHINERY—EQUIPMENT—SUPPLIES							
MACHINERY—EQUIPMENT—SUPPLIES	9,580	1,230,010	251,888	20.5	5,443	77,182	137,554
COMMERCIAL EQUIPMENT AND SUPPLIES:							
OFFICE MACHINES AND EQUIPMENT	212	17,201	4,999	29.1	158	2,149	2,851
$300,000 and over	13	8,938	2,007	28.9	3	883	1,005
$200,000 - $299,999	5	1,284	341	27.0	8	128	217
$100,000 - $199,999	29	3,898	1,143	29.3	20	475	718
$50,000 - $99,999	31	2,150	644	30.0	22	285	418
Under $50,000	134	2,953	884	29.3	105	400	493
MACHINERY—EQUIPMENT—SUPPLIES—Con.							
COMMERCIAL EQUIPMENT AND SUPPLIES—Con.							
RESTAURANT AND HOTEL SUPPLY HOUSES	434	$47,658	$11,252	23.6	319	3,908	$6,142
$500,000 and over	10	13,963	3,098	22.2	----	1,044	1,757
$300,000 - $499,999	24	9,538	2,252	23.6	10	676	1,247
$200,000 - $299,999	14	3,229	890	27.6	7	251	444
$100,000 - $199,999	66	9,392	2,264	24.1	32	806	1,323
$50,000 - $99,999	85	5,961	1,413	23.7	60	576	736
$10,000 - $49,999	188	5,290	1,264	23.9	165	533	617
Under $10,000	47	285	71	24.9	45	22	18
GARAGE AND FILLING STATION EQUIPMENT	169	9,877	2,537	25.7	127	852	1,339
$200,000 and over	9	2,813	693	24.8	2	209	382
$100,000 - $199,999	21	2,732	711	26.0	6	192	359
$50,000 - $99,999	29	2,007	510	25.4	23	179	280
Under $50,000	110	2,325	623	26.8	96	272	318
SODA FOUNTAIN EQUIPMENT AND SUPPLIES	29	1,846	431	23.3	24	125	183
$100,000 and over	8	1,023	255	24.9	7	53	88
$50,000 - $99,999	5	381	82	21.5	1	34	52
Under $50,000	18	442	94	21.3	16	38	43
STORE MACHINES	46	2,900	476	16.4	39	167	229
$100,000 and over	8	1,626	203	12.5	4	55	81
$50,000 - $99,999	10	714	133	18.6	7	51	77
$10,000 - $49,999	23	525	132	25.1	23	58	67
Under $10,000	5	35	8	22.9	5	3	4
STORE FIXTURES AND EQUIPMENT	398	20,626	5,500	26.7	229	1,840	3,143
$300,000 and over	6	4,505	932	20.7	2	189	415
$200,000 - $299,999	7	1,886	480	28.5	3	157	324
$100,000 - $199,999	30	4,074	1,213	29.8	7	395	776
$50,000 - $99,999	66	4,492	1,218	27.1	44	431	689
$10,000 - $49,999	206	5,255	1,485	28.3	115	580	849
Under $10,000	83	614	172	28.0	58	88	90
ALL OTHER	339	30,388	8,473	21.3	220	2,138	3,579
$500,000 - $999,999	10	5,893	1,191	20.2	9	315	848
$300,000 - $499,999	11	3,882	744	19.2	3	220	462
$200,000 - $299,999	23	5,534	1,072	19.4	16	359	604
$100,000 - $199,999	46	6,440	1,316	20.4	24	394	884
$50,000 - $99,999	68	4,747	1,140	24.0	32	403	644
$10,000 - $49,999	139	3,638	932	25.8	104	412	500
Under $10,000	42	232	78	33.6	32	35	37
FARM AND DAIRY:							
DAIRY EQUIPMENT	106	19,479	3,562	18.3	59	983	1,838
$500,000 and over	7	4,997	1,181	23.6	----	285	819
$300,000 - $499,999	19	6,985	1,127	18.2	12	288	588
$200,000 - $299,999	10	2,521	325	12.9	5	99	177
$100,000 - $199,999	17	2,515	465	18.5	9	139	219
$50,000 - $99,999	24	1,822	326	17.9	12	118	182
$10,000 - $49,999	19	599	117	19.5	15	42	43
Under $10,000	10	60	21	35.0	8	14	8
FARM IMPLEMENTS	20	2,944	843	21.8	14	231	382
$100,000 and over	8	2,534	564	22.3	----	199	345
Under $100,000	14	410	79	19.3	14	32	37
FARM MACHINERY AND EQUIPMENT	183	34,325	5,393	15.7	83	1,508	2,537
$500,000 and over	14	18,313	1,980	12.1	----	401	808
$300,000 - $499,999	15	8,087	1,069	17.8	2	297	559
$200,000 - $299,999	13	3,049	554	18.2	1	189	287
$100,000 - $199,999	29	4,292	822	19.2	11	278	390
$50,000 - $99,999	41	2,978	588	19.7	21	208	300
$10,000 - $49,999	53	1,485	351	23.6	30	138	185
Under $10,000	18	141	29	20.8	18	17	8
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES:							
INDUSTRIAL (GENERAL LINE)	118	70,287	13,230	18.8	27	4,093	7,778
$1,000,000 and over	19	30,391	5,225	17.2	7	1,848	3,044
$500,000 - $999,999	35	24,850	4,987	20.0	3	1,514	2,938
$300,000 - $499,999	21	8,493	1,730	20.4	----	492	1,056
$200,000 - $299,999	11	2,772	470	17.0	----	145	283
$100,000 - $199,999	19	3,035	881	22.4	10	239	398
Under $100,000	11	728	157	21.8	7	55	77

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.						
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES—Con.							
BELTING, HOSE, AND PACKING	211	$18,837	$4,576	24.3	95	1,274	$2,568
$300,000 and over	9	4,884	1,079	22.1	2	231	580
$200,000 - $299,999	9	2,086	582	27.9	----	185	343
$100,000 - $199,999	46	8,233	1,449	23.2	6	384	654
$50,000 - $99,999	45	3,364	856	25.4	24	234	471
$10,000 - $49,999	81	2,154	570	28.5	49	221	318
Under $10,000	21	116	40	34.5	14	19	22
CONSTRUCTION (EXCEPT ROAD BUILDING)	152	23,745	5,394	22.7	49	1,595	3,245
$500,000 and over	8	5,656	1,044	17.8	2	257	648
$300,000 - $499,999	17	6,400	1,373	21.5	3	402	841
$200,000 - $299,999	18	4,583	1,176	25.7	----	287	663
$100,000 - $199,999	26	3,597	909	25.3	8	349	572
$50,000 - $99,999	26	1,822	469	25.7	6	143	296
Under $50,000	57	1,487	423	28.4	30	157	223
ROAD BUILDING	251	72,613	14,003	19.3	95	3,418	7,259
$1,000,000 and over	12	17,235	2,974	17.3	2	570	1,506
$500,000 - $999,999	33	24,745	4,546	18.4	10	1,024	2,392
$300,000 - $499,999	32	12,201	2,302	18.9	5	600	1,196
$200,000 - $299,999	30	7,293	1,668	22.9	8	431	839
$100,000 - $199,999	44	8,402	1,408	22.0	20	392	715
$50,000 - $99,999	49	3,487	766	22.5	18	265	427
Under $50,000	51	1,250	319	25.5	32	136	184
MACHINE TOOLS	124	26,413	4,286	16.2	75	1,065	2,406
$500,000 and over	14	14,287	1,773	12.4	----	459	1,128
$300,000 - $499,999	9	3,422	764	22.3	7	156	409
$200,000 - $299,999	9	2,189	389	17.8	3	95	223
$100,000 - $199,999	28	4,008	769	19.2	17	160	378
$50,000 - $99,999	20	1,390	296	21.3	12	83	141
Under $50,000	44	1,117	295	26.4	36	92	127
MINE AND MILL SUPPLIES	412	99,659	19,083	19.1	166	5,863	10,862
$1,000,000 and over	15	23,487	3,852	16.4	----	1,070	2,236
$500,000 - $999,999	44	31,078	5,838	16.8	1	1,676	3,341
$300,000 - $499,999	34	12,931	2,482	19.2	8	788	1,499
$200,000 - $299,999	49	11,830	2,527	21.4	12	800	1,443
$100,000 - $199,999	90	12,877	2,684	20.8	31	884	1,450
$50,000 - $99,999	63	4,552	997	21.9	32	340	536
$10,000 - $49,999	98	2,790	874	24.2	84	287	344
Under $10,000	19	114	29	25.4	18	18	11
OIL WELL SUPPLY HOUSES	895	179,059	18,757	10.5	218	5,125	9,307
$2,000,000 and over	6	16,020	1,524	9.5	----	242	601
$1,000,000 - $1,999,999	17	22,740	1,632	7.2	----	369	820
$500,000 - $999,999	55	38,114	2,684	7.0	1	607	1,295
$300,000 - $499,999	78	29,308	2,617	8.9	9	701	1,381
$200,000 - $299,999	104	24,675	2,634	10.7	8	881	1,318
$100,000 - $199,999	203	29,201	3,622	12.4	24	1,052	1,748
$50,000 - $99,999	183	12,397	2,428	19.6	54	843	1,315
$10,000 - $49,999	220	6,324	1,530	24.2	98	590	789
Under $10,000	49	280	88	31.4	24	40	40
POWER PLANT AND POWER TRANSMISSION	88	(x)	(x)	(x)	(x)	(x)	(x)
$200,000 and over	10	5,800	906	15.8	----	218	641
$100,000 - $199,999	17	(x)	(x)	(x)	(x)	(x)	(x)
$50,000 - $99,999	17	1,240	375	30.2	7	145	225
$10,000 - $49,999	39	1,115	274	24.6	17	107	157
Under $10,000	5	26	6	30.8	7	4	3
PRINTING AND LITHOGRAPHING (EXCEPT PAPER)	151	10,909	3,494	32.0	103	1,226	2,102
$200,000 and over	9	4,270	1,366	32.5	7	411	833
$100,000 - $199,999	23	3,054	944	30.9	11	339	572
$50,000 - $99,999	25	1,752	578	33.0	16	244	372
$10,000 - $49,999	70	1,697	549	32.4	47	221	313
Under $10,000	24	136	37	27.2	22	13	12
ROPE, CORDAGE, AND TWINE	53	12,717	1,804	14.2	20	479	976
$500,000 and over	6	6,204	860	13.9	2	202	502
$300,000 - $499,999	8	2,807	344	12.3	2	79	182
$200,000 - $299,999	6	1,376	186	13.5	----	53	90
$100,000 - $199,999	9	1,322	199	15.1	1	56	99
$50,000 - $99,999	8	681	157	23.1	3	65	74
$10,000 - $49,999	10	292	53	18.2	7	23	28
Under $10,000	6	35	5	14.3	5	1	1

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.						
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES—Con.							
TEXTILE	74	$8,387	$1,912	22.6	44	583	$1,014
$300,000 and over	10	5,047	1,012	20.1	4	280	507
$100,000 - $299,999	7	1,152	256	22.2	2	92	150
$50,000 - $99,999	18	1,228	321	28.1	10	106	189
$10,000 - $49,999	33	924	312	33.8	20	104	167
Under $10,000	6	36	11	30.6	8	1	1
USED MACHINERY AND EQUIPMENT	286	15,183	4,107	27.1	247	1,338	2,031
$300,000 and over	5	2,497	750	30.0	4	132	312
$200,000 - $299,999	7	1,666	394	23.8	3	103	217
$100,000 - $199,999	23	3,211	869	27.1	27	279	455
$50,000 - $99,999	54	3,849	934	24.3	42	336	482
$10,000 - $49,999	149	3,629	1,049	28.9	128	427	507
Under $10,000	48	311	111	35.7	45	59	58
ALL OTHER	1,539	171,984	35,399	20.8	944	10,554	19,347
$1,000,000 and over	25	39,918	6,434	18.1	2	1,570	3,530
$500,000 - $999,999	29	19,158	3,181	16.5	4	732	1,689
$300,000 - $499,999	49	18,732	3,392	18.1	19	942	1,865
$200,000 - $299,999	109	26,144	5,771	22.1	38	1,818	3,202
$100,000 - $199,999	197	27,765	6,702	24.1	87	1,912	3,818
$50,000 - $99,999	314	22,224	5,268	23.7	170	1,829	2,690
$10,000 - $49,999	640	16,956	4,316	25.5	489	1,788	2,165
Under $10,000	178	1,087	355	32.7	155	185	168
PROFESSIONAL EQUIPMENT AND SUPPLIES:							
DENTAL SUPPLY HOUSES	328	33,732	9,855	28.8	153	3,395	5,564
$300,000 and over	23	10,054	2,999	29.8	4	1,008	1,818
$200,000 - $299,999	25	6,272	2,022	32.2	13	892	1,185
$100,000 - $199,999	59	8,810	2,458	28.5	13	832	1,381
$50,000 - $99,999	80	5,591	1,399	25.0	27	522	821
$10,000 - $49,999	113	3,037	723	23.8	73	310	354
Under $10,000	28	168	54	32.1	23	31	25
RELIGIOUS SUPPLY HOUSES	92	8,308	2,278	27.4	71	721	1,220
$200,000 and over	10	4,064	1,165	28.5	11	305	825
$100,000 - $199,999	14	1,914	488	25.5	10	168	253
$50,000 - $99,999	15	1,123	298	26.5	6	110	178
$10,000 - $49,999	41	1,114	306	27.5	32	128	152
Under $10,000	12	73	21	28.8	10	12	12
SCHOOL EQUIPMENT AND SUPPLIES	134	21,324	5,408	25.4	67	1,904	2,778
$500,000 and over	12	10,243	2,665	26.0	----	902	1,291
$300,000 - $499,999	5	2,012	445	22.1	3	169	260
$200,000 - $299,999	13	3,174	798	25.1	2	237	408
$100,000 - $199,999	19	2,714	671	24.7	10	255	363
$50,000 - $99,999	22	1,523	428	28.1	10	171	244
$10,000 - $49,999	54	1,811	385	23.9	35	161	203
Under $10,000	9	47	18	34.0	7	9	9
SURGICAL, MEDICAL, AND HOSPITAL	388	50,254	13,225	26.3	179	4,133	8,107
$1,000,000 and over	6	10,277	2,603	25.3	----	696	1,598
$500,000 - $999,999	7	4,714	1,172	24.9	2	335	753
$300,000 - $499,999	23	8,557	2,492	29.1	7	899	1,582
$200,000 - $299,999	30	7,170	1,769	24.7	12	568	1,120
$100,000 - $199,999	75	10,248	2,714	28.5	19	698	1,647
$50,000 - $99,999	83	6,108	1,582	25.8	40	578	924
$10,000 - $49,999	118	3,009	885	28.7	79	340	465
Under $10,000	26	171	48	28.1	20	23	18
ALL OTHER	110	13,427	3,276	24.4	55	1,129	1,936
$300,000 and over	9	6,065	1,408	23.2	3	479	647
$200,000 - $299,999	8	1,885	458	24.2	4	141	272
$100,000 - $199,999	19	2,599	681	28.2	5	242	437
$50,000 - $99,999	27	1,897	485	25.6	17	189	264
$10,000 - $49,999	35	917	224	24.4	19	89	108
Under $10,000	12	64	22	34.4	7	9	8
SERVICE EQUIPMENT AND SUPPLIES:							
BARBER AND BEAUTY SUPPLY HOUSES	653	44,543	14,479	32.5	872	5,108	7,342
$200,000 and over	30	11,318	4,292	37.9	21	1,180	2,143
$100,000 - $199,999	74	10,129	3,303	32.6	56	1,130	1,700
$50,000 - $99,999	179	12,524	3,874	30.9	113	1,499	2,105
$10,000 - $49,999	390	9,538	2,737	28.7	320	1,179	1,310
Under $10,000	180	1,034	273	28.4	182	120	64

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	Operating expenses (including pay roll) Amount (add 000)	Operating expenses (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
MACHINERY—EQUIPMENT—SUPPLIES—Con.							
SERVICE EQUIPMENT AND SUPPLIES—Con.							
LAUNDRY AND DRY CLEANING	203	$34,963	$7,228	20.7	80	1,820	$3,773
$500,000 and over	14	12,239	1,924	15.7	---	436	1,000
$300,000 - $499,999	17	6,673	1,331	19.9	1	320	710
$200,000 - $299,999	21	5,311	1,258	23.7	2	278	689
$100,000 - $199,999	37	5,343	1,363	25.5	12	323	680
$50,000 - $99,999	49	3,710	971	26.2	18	297	499
$10,000 - $49,999	59	1,651	371	22.5	43	157	187
Under $10,000	6	36	10	27.8	4	9	8
TAILORS' SUPPLIES	64	2,809	565	20.1	67	202	280
$100,000 and over	8	1,491	309	20.7	6	99	162
$50,000 - $99,999	8	473	74	15.6	8	30	40
$10,000 - $49,999	33	766	161	21.0	38	63	69
Under $10,000	15	79	21	26.6	15	10	9
UNDERTAKERS' SUPPLIES	107	4,545	1,277	28.1	66	417	618
$100,000 and over	13	1,920	571	29.7	3	165	295
$50,000 - $99,999	20	1,253	329	26.3	3	91	151
$10,000 - $49,999	50	1,242	340	27.4	39	138	152
Under $10,000	24	130	37	28.5	21	23	18
UPHOLSTERERS' SUPPLIES	199	26,146	6,015	23.0	114	1,752	3,063
$500,000 - $999,999	10	5,763	1,440	25.0	3	378	775
$300,000 - $499,999	17	6,625	1,529	23.1	4	386	763
$200,000 - $299,999	13	3,098	636	20.5	9	206	325
$100,000 - $199,999	48	6,618	1,581	23.9	17	498	619
$50,000 - $99,999	30	2,144	424	19.8	17	131	200
$10,000 - $49,999	68	1,818	377	20.7	57	141	169
Under $10,000	13	80	28	35.0	7	12	12
ALL OTHER	597	34,482	8,236	23.9	437	3,035	4,735
$300,000 and over	14	6,916	1,223	17.7	3	309	675
$200,000 - $299,999	20	4,898	1,098	22.4	10	397	719
$100,000 - $199,999	55	7,692	1,913	24.9	28	647	1,130
$50,000 - $99,999	94	6,857	1,680	25.2	65	611	927
$10,000 - $49,999	299	7,632	2,120	27.8	222	968	1,198
Under $10,000	115	687	202	29.4	109	103	88
TRANSPORTATION EQUIPMENT AND SUPPLIES:							
AIRCRAFT AND AERONAUTICAL	11	(x)	(x)	(x)	(x)	(x)	(x)
$100,000 and over	5	2,066	552	26.7	---	233	387
Under $100,000	6	(x)	(x)	(x)	(x)	(x)	(x)
RAILROAD	64	24,015	5,894	24.5	19	834	2,881
$1,000,000 and over	5	12,207	2,887	23.5	1	274	1,328
$500,000 - $999,999	8	5,338	1,472	27.6	3	223	766
$200,000 - $499,999	10	3,517	722	20.5	---	163	384
$100,000 - $199,999	11	1,668	477	28.6	2	97	224
$50,000 - $99,999	13	961	237	24.7	6	42	115
Under $50,000	17	324	119	36.7	7	35	64
MARINE	149	21,020	4,284	20.4	82	1,294	2,407
$500,000 and over	5	4,522	673	19.3	---	228	499
$300,000 - $499,999	9	3,376	522	15.5	6	131	283
$200,000 - $299,999	21	5,184	1,221	23.6	5	370	701
$100,000 - $199,999	34	4,681	997	21.3	18	298	557
$50,000 - $99,999	30	2,039	387	19.0	11	130	213
Under $50,000	50	1,218	284	23.3	22	139	154
OTHER	13	781	165	21.1	7	71	85
$50,000 and over	6	641	132	20.6	2	58	70
Under $50,000	7	140	33	23.6	5	13	15
METALS AND METAL WORK (EXCEPT SCRAP)							
METALS AND METAL WORK (EXCEPT SCRAP)	972	429,819	58,243	13.1	472	15,850	30,260
BUILDING METAL WORK	133	13,184	2,899	20.5	93	1,002	1,480
$300,000 and over	10	5,102	869	17.0	4	308	530
$200,000 - $299,999	11	2,883	603	22.8	8	187	280
$100,000 - $199,999	18	2,075	361	17.4	9	164	216
$50,000 - $99,999	30	1,961	493	25.1	20	186	249
$10,000 - $49,999	44	1,233	326	26.4	40	146	175
Under $10,000	22	130	47	36.2	14	31	28
METALS AND METAL WORK (EXCEPT SCRAP)—Con.							
IRON AND STEEL PRODUCTS (GENERAL LINE)	92	$75,628	$14,721	19.5	30	4,103	$8,402
$2,000,000 and over	7	26,933	4,950	18.4	---	1,353	2,896
$1,000,000 - $1,999,999	13	20,778	4,059	19.5	11	1,015	2,156
$500,000 - $999,999	24	17,606	3,531	20.1	---	1,051	2,115
$300,000 - $499,999	13	5,229	1,082	20.7	4	281	616
$200,000 - $299,999	13	3,230	685	21.2	4	214	420
$100,000 - $199,999	8	1,198	273	22.8	2	145	141
$50,000 - $99,999	7	465	94	19.4	5	30	32
Under $50,000	7	169	47	27.8	4	14	28
IRON AND STEEL PRODUCTS (SEMI-FINISHED)	56	11,387	2,432	21.4	19	604	1,300
$500,000 and over	7	6,826	1,213	17.8	---	234	832
$200,000 - $499,999	6	2,155	498	23.1	---	132	277
$100,000 - $199,999	9	1,232	412	33.4	2	118	220
$50,000 - $99,999	6	422	113	26.8	1	33	56
Under $50,000	28	752	196	26.1	16	67	115
IRON AND STEEL PRODUCTS (FLAT)	193	64,495	13,020	20.2	69	3,851	6,865
$1,000,000 and over	12	20,936	4,262	20.4	---	1,132	2,130
$500,000 - $999,999	26	17,646	3,445	19.3	6	954	1,853
$300,000 - $499,999	29	11,078	2,197	19.8	5	597	1,188
$200,000 - $299,999	26	6,213	1,329	21.4	9	397	722
$100,000 - $199,999	34	5,064	995	19.6	12	297	582
$50,000 - $99,999	34	2,594	554	21.4	16	176	271
Under $50,000	32	764	238	31.2	21	98	119
WIRE AND WIRE PRODUCTS	60	5,915	1,359	23.0	37	411	678
$200,000 and over	6	2,210	400	18.1	2	124	231
$100,000 - $199,999	16	2,175	629	28.9	3	169	301
$50,000 - $99,999	13	991	201	20.3	13	61	84
$10,000 - $49,999	19	508	120	23.6	14	53	59
Under $10,000	8	31	9	29.0	5	4	3
IRON AND STEEL FINISHED PRODUCTS (N.E.C.)	283	53,709	11,437	21.3	156	3,389	6,246
$1,000,000 and over	5	7,952	1,383	17.4	---	281	706
$500,000 - $999,999	24	15,859	3,177	20.0	4	966	1,827
$300,000 - $499,999	24	9,411	2,006	21.3	9	550	1,108
$200,000 - $299,999	28	7,025	1,465	20.9	6	403	867
$100,000 - $199,999	52	7,238	1,735	24.0	28	553	887
$50,000 - $99,999	54	3,874	1,051	27.1	36	346	538
$10,000 - $49,999	62	2,266	592	26.1	85	253	299
Under $10,000	14	88	28	32.6	8	17	18
COPPER	37	49,250	2,043	4.1	19	454	1,090
$300,000 and over	13	46,883	1,495	3.2	1	302	837
$200,000 - $299,999	5	1,134	259	22.8	3	64	118
$100,000 - $199,999	5	692	187	24.1	1	43	84
$50,000 - $99,999	8	383	81	21.1	6	35	41
Under $50,000	8	158	41	25.9	8	10	10
ALL OTHER	118	156,271	8,532	5.5	49	2,036	4,199
$2,000,000 and over	10	122,589	4,654	3.8	4	960	2,271
$1,000,000 - $1,999,999	10	13,519	1,558	11.5	1	449	773
$500,000 - $999,999	17	12,540	1,052	8.4	4	227	538
$200,000 - $499,999	10	3,259	433	13.3	2	105	215
$100,000 - $199,999	19	2,693	445	16.5	11	130	199
$50,000 - $99,999	14	969	189	19.5	3	50	100
$10,000 - $49,999	26	631	186	29.5	12	106	97
Under $10,000	12	71	17	23.9	12	9	6
PAPER AND ITS PRODUCTS							
PAPER AND ITS PRODUCTS	2,851	541,302	97,368	18.0	1,674	30,594	55,468
WRAPPING OR COARSE PAPER AND PRODUCTS	1,656	291,926	50,853	17.4	1,118	18,350	28,916
$2,000,000 and over	14	39,116	4,672	11.9	2	1,153	2,612
$1,000,000 - $1,999,999	20	26,823	4,282	18.1	6	1,185	2,457
$500,000 - $999,999	99	85,414	11,570	17.7	30	3,283	6,835
$300,000 - $499,999	128	47,290	8,673	18.8	39	2,801	5,125
$200,000 - $299,999	137	33,647	8,308	18.7	65	2,082	3,682
$100,000 - $199,999	310	43,949	8,259	18.8	195	2,960	4,673
$50,000 - $99,999	313	22,218	4,306	19.4	231	1,677	2,279
$10,000 - $49,999	482	12,724	2,378	18.7	410	1,120	1,185
Under $10,000	155	945	205	21.7	140	89	68

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated bueinesses.
x Withheld to avoid disclosure.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
PAPER AND ITS PRODUCTS—Con.							
PRINTING AND WRITING PAPERS	418	$183,438	$28,931	15.8	116	8,046	$17,208
$2,000,000 and over	12	39,108	4,544	11.6	—	1,197	2,930
$1,000,000 - $1,999,999	40	53,094	7,744	14.8	—	2,053	4,663
$500,000 - $999,999	58	41,477	7,141	17.2	3	1,820	4,136
$300,000 - $499,999	56	22,075	3,939	17.8	5	1,169	2,376
$200,000 - $299,999	41	9,960	1,989	20.0	4	642	1,165
$100,000 - $199,999	85	12,136	2,426	20.0	23	739	1,344
$50,000 - $99,999	56	4,074	798	19.6	24	283	439
$10,000 - $49,999	54	1,419	318	22.4	45	126	143
Under $10,000	14	95	32	33.7	12	17	12
STATIONERY AND STATIONERY SUPPLIES	503	45,588	10,871	23.8	324	4,134	6,226
$500,000 and over	16	15,233	4,003	26.3	6	1,353	2,378
$300,000 - $499,999	17	6,238	1,289	20.7	4	540	780
$200,000 - $299,999	15	3,557	770	21.6	6	318	447
$100,000 - $199,999	57	7,727	1,777	23.0	28	618	971
$50,000 - $99,999	89	6,194	1,453	23.5	52	605	851
$10,000 - $49,999	239	6,243	1,465	23.5	169	655	755
Under $10,000	70	396	114	28.8	59	45	44
WALLPAPER	278	20,350	6,713	33.0	116	2,064	3,118
$300,000 and over	9	4,312	1,356	31.4	1	435	761
$200,000 - $299,999	10	2,385	800	33.5	6	265	423
$100,000 - $199,999	30	4,317	1,445	33.5	8	375	637
$50,000 - $99,999	74	5,240	1,666	31.8	28	517	748
$10,000 - $49,999	139	4,008	1,417	35.4	58	462	539
Under $10,000	14	88	29	33.0	15	10	10
PETROLEUM AND ITS PRODUCTS							
PETROLEUM AND ITS PRODUCTS	886	158,322	21,950	13.9	474	5,974	10,328
$2,000,000 and over	15	62,509	3,980	6.4	4	864	1,777
$1,000,000 - $1,999,999	13	17,838	1,847	10.4	4	445	833
$500,000 - $999,999	27	19,317	2,959	15.3	—	659	1,297
$300,000 - $499,999	32	11,980	2,941	24.5	7	719	1,315
$200,000 - $299,999	38	9,339	1,764	18.9	13	505	924
$100,000 - $199,999	120	16,966	3,598	21.2	51	997	1,662
$50,000 - $99,999	152	10,469	2,482	23.7	53	857	1,337
$10,000 - $49,999	358	9,054	2,148	23.7	243	813	1,066
Under $10,000	131	850	231	27.2	99	115	115
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES							
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES	2,204	374,806	69,382	18.5	1,025	21,828	37,230
PLUMBING AND HEATING (GENERAL LINE)	675	185,102	32,118	17.4	207	10,244	17,206
$1,000,000 and over	21	34,428	4,949	14.4	—	1,516	2,815
$500,000 - $999,999	74	48,664	8,218	16.9	19	2,883	4,627
$300,000 - $499,999	102	38,425	7,035	18.3	8	2,235	3,773
$200,000 - $299,999	101	24,973	4,778	19.1	13	1,376	2,509
$100,000 - $199,999	182	26,741	4,845	18.1	66	1,434	2,345
$50,000 - $99,999	130	9,615	1,842	19.2	60	615	908
Under $50,000	65	2,256	451	20.0	41	185	229
HEATING (INCLUDING STOVES AND RANGES)	361	35,880	8,533	23.8	189	2,640	4,592
$500,000 and over	10	8,069	1,492	18.5	1	374	823
$300,000 - $499,999	17	6,105	1,530	25.1	4	378	817
$200,000 - $299,999	17	4,207	972	23.1	6	288	482
$100,000 - $199,999	54	7,415	1,980	26.7	22	642	1,114
$50,000 - $99,999	84	5,923	1,439	24.3	34	493	757
$10,000 - $49,999	146	3,969	1,058	26.7	100	430	567
Under $10,000	33	192	62	32.3	22	35	32
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES	916	129,282	22,878	17.7	497	7,246	12,200
$1,000,000 and over	7	9,827	1,597	16.3	4	507	981
$500,000 - $999,999	36	23,431	3,815	18.3	5	1,205	2,102
$300,000 - $499,999	60	23,155	3,650	15.8	10	1,081	2,069
$200,000 - $299,999	92	21,929	4,198	19.1	30	1,270	2,263
$100,000 - $199,999	205	29,322	5,359	18.3	112	1,612	2,669
$50,000 - $99,999	192	13,910	2,647	19.0	94	908	1,317
$10,000 - $49,999	272	7,382	1,522	20.6	202	621	761
Under $10,000	52	326	90	27.6	40	42	38
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES—Con.							
ALL OTHER	252	$24,542	$5,853	23.8	132	1,698	$3,232
$500,000 and over	6	5,910	1,557	26.3	—	426	866
$300,000 - $499,999	10	3,745	825	22.0	1	222	509
$200,000 - $299,999	12	2,793	546	19.5	2	112	304
$100,000 - $199,999	40	5,674	1,380	24.3	13	395	755
$50,000 - $99,999	48	3,412	786	23.0	26	222	411
$10,000 - $49,999	107	2,837	713	25.1	67	304	372
Under $10,000	29	171	46	26.9	23	17	15
TOBACCO AND PRODUCTS (EXCEPT LEAF)							
TOBACCO AND PRODUCTS (EXCEPT LEAF)	2,390	1,066,923	52,660	4.9	2,080	18,050	26,320
$2,000,000 and over	79	263,163	12,634	4.8	59	3,937	6,665
$1,000,000 - $1,999,999	175	239,807	10,065	4.2	121	3,461	5,488
$500,000 - $999,999	370	256,306	13,012	5.1	256	4,477	6,677
$300,000 - $499,999	338	131,400	6,780	5.2	264	2,418	3,236
$200,000 - $299,999	308	75,416	4,216	5.6	296	1,507	1,871
$100,000 - $199,999	460	67,820	3,767	5.6	438	1,415	1,571
$50,000 - $99,999	315	23,554	1,458	6.2	303	547	556
$10,000 - $49,999	296	9,180	679	7.4	293	255	235
Under $10,000	49	277	49	17.7	50	33	21
WASTE MATERIALS							
WASTE MATERIALS	6,007	615,495	93,541	15.2	5,927	41,281	44,900
IRON AND STEEL SCRAP	1,851	298,252	40,036	13.4	1,734	15,354	18,044
$2,000,000 and over	18	105,353	7,025	6.7	3	870	2,099
$1,000,000 - $1,999,999	33	45,254	4,594	10.2	21	1,128	2,074
$500,000 - $999,999	49	34,759	5,337	15.4	34	2,075	2,756
$300,000 - $499,999	69	26,515	4,918	18.5	52	1,926	2,415
$200,000 - $299,999	100	24,301	4,603	18.9	90	1,876	2,110
$100,000 - $199,999	186	26,766	5,644	21.1	162	2,562	2,637
$50,000 - $99,999	235	16,522	3,444	20.8	221	1,897	1,734
$10,000 - $49,999	640	16,198	3,769	23.3	646	2,429	1,891
Under $10,000	521	2,584	702	27.2	505	591	328
JUNK AND SCRAP (GENERAL LINE)	1,888	92,876	17,231	18.6	2,057	9,547	8,316
$1,000,000 and over	8	12,730	1,888	14.8	5	707	912
$500,000 - $999,999	19	12,868	2,166	16.8	8	1,067	1,155
$300,000 - $499,999	24	8,669	1,325	15.3	31	646	609
$200,000 - $299,999	33	8,066	1,604	19.9	37	677	711
$100,000 - $199,999	116	16,199	3,163	19.5	135	1,821	1,568
$50,000 - $99,999	199	13,815	2,597	18.8	250	1,546	1,264
$10,000 - $49,999	743	16,867	3,577	21.2	803	2,383	1,717
Under $10,000	746	3,662	911	24.9	788	700	380
WASTE PAPER, RAGS, AND RUBBER	1,118	132,686	24,794	18.7	998	11,608	13,058
$2,000,000 and over	8	24,777	2,474	10.0	—	849	1,404
$1,000,000 - $1,999,999	13	16,451	2,814	17.1	—	808	1,354
$500,000 - $999,999	29	20,602	3,612	17.5	11	1,554	2,016
$200,000 - $499,999	98	32,160	8,561	20.4	44	2,845	3,347
$100,000 - $199,999	114	15,557	3,423	22.0	65	1,929	1,834
$50,000 - $99,999	163	11,495	2,769	24.1	148	1,635	1,485
$10,000 - $49,999	396	10,127	2,692	26.8	389	1,667	1,428
Under $10,000	297	1,517	449	29.6	341	321	190
NON-FERROUS METALS	389	49,073	5,126	10.4	376	2,004	2,484
$1,000,000 and over	7	11,357	712	6.3	—	199	388
$500,000 - $999,999	17	11,728	1,102	9.4	11	407	589
$300,000 - $499,999	20	7,883	720	9.1	23	259	337
$200,000 - $299,999	15	3,549	387	10.9	21	141	180
$100,000 - $199,999	49	6,915	857	12.4	40	318	399
$50,000 - $99,999	55	4,326	701	16.2	57	263	289
$10,000 - $49,999	112	2,700	486	18.0	116	295	230
Under $10,000	114	615	161	26.2	108	122	72
ALL OTHER	761	42,608	6,354	14.9	762	2,768	2,998
$1,000,000 - $1,999,999	5	7,497	1,043	13.9	11	214	469
$500,000 - $999,999	13	9,031	854	9.5	19	283	358
$300,000 - $499,999	8	3,045	460	15.1	—	198	234
$200,000 - $299,999	14	3,560	434	12.2	11	139	230
$100,000 - $199,999	49	6,750	1,033	15.3	35	419	519
$50,000 - $99,999	65	4,481	738	18.5	76	436	389
$10,000 - $49,999	300	6,817	1,423	20.9	299	833	666
Under $10,000	307	1,427	369	25.9	311	246	133

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	ALL OTHER PRODUCTS						
ALL OTHER PRODUCTS [1]	5,127	$677,574	$113,894	16.8	3,665	40,631	$61,309
BOOKS, PERIODICALS, AND NEWSPAPERS	856	166,848	30,412	18.2	489	12,459	17,252
$2,000,000 and over	8	53,757	7,915	14.7	----	2,539	4,390
$1,000,000 - $1,999,999	15	19,244	4,569	23.7	2	1,593	2,634
$500,000 - $999,999	33	22,349	4,992	22.3	8	1,840	2,979
$300,000 - $499,999	44	18,890	2,926	17.3	17	1,251	1,712
$200,000 - $299,999	57	14,258	2,573	18.0	27	1,139	1,488
$100,000 - $199,999	130	17,592	3,212	18.3	83	1,813	1,839
$50,000 - $99,999	189	13,253	2,428	18.3	95	1,221	1,321
$10,000 - $49,999	333	9,177	1,721	18.8	222	1,201	880
Under $10,000	47	328	76	23.2	35	62	31
FLOWERS AND NURSERY STOCK	716	42,078	8,473	20.1	860	2,846	4,266
$500,000 - $999,999	11	6,832	1,373	20.1	3	488	788
$300,000 - $499,999	14	5,475	929	17.0	5	287	497
$200,000 - $299,999	25	6,052	1,269	21.0	13	360	702
$100,000 - $199,999	69	9,923	2,037	20.5	37	659	997
$50,000 - $99,999	99	7,288	1,479	20.3	78	519	740
$10,000 - $49,999	224	5,111	1,094	21.4	223	441	459
Under $10,000	274	1,397	292	20.9	301	92	83
FOREST PRODUCTS (EXCEPT LUMBER)	554	42,404	8,141	19.2	484	3,135	3,815
$500,000 and over	12	13,715	1,884	13.7	4	371	571
$300,000 - $499,999	14	5,215	873	16.7	5	292	486
$200,000 - $299,999	12	2,920	596	20.4	1	192	228
$100,000 - $199,999	58	8,447	1,677	19.9	32	699	838
$50,000 - $99,999	82	5,633	1,482	26.3	67	685	825
$10,000 - $49,999	230	5,664	1,379	24.3	237	728	736
Under $10,000	146	810	250	30.9	138	168	129
GENERAL MERCHANDISE	106	61,551	9,381	15.2	74	3,505	5,193
$2,000,000 and over	6	25,982	3,606	13.9	----	1,421	2,182
$1,000,000 - $1,999,999	9	13,937	2,064	14.8	2	729	1,186
$500,000 - $999,999	13	9,813	1,692	17.2	7	627	893
$300,000 - $499,999	12	4,719	843	17.9	8	296	378
$200,000 - $299,999	14	3,040	560	18.4	6	197	269
$100,000 - $199,999	17	2,492	392	15.7	16	152	180
Under $100,000	35	1,568	224	14.3	35	83	105
LEATHER AND SHOE FINDINGS	934	112,748	14,515	12.9	793	3,908	6,727
$2,000,000 and over	5	21,010	924	4.4	----	132	374
$1,000,000 - $1,999,999	10	13,249	1,453	11.0	1	214	607
$500,000 - $999,999	20	14,438	1,415	9.8	14	306	623
$300,000 - $499,999	29	11,141	1,487	13.3	15	321	671
$200,000 - $299,999	39	9,609	1,466	15.3	15	437	809
$100,000 - $199,999	131	18,183	3,178	17.5	91	905	1,572
$50,000 - $99,999	203	14,194	2,842	18.6	165	864	1,275
$10,000 - $49,999	387	10,259	1,806	17.6	379	861	751
Under $10,000	110	665	144	21.7	113	68	45
LEATHER GOODS	137	12,891	2,511	19.8	90	793	1,519
$300,000 and over	12	8,105	903	14.8	----	209	650
$200,000 - $299,999	7	1,631	385	23.6	----	155	252
$100,000 - $199,999	11	1,473	406	27.6	7	97	209
$50,000 - $99,999	29	2,061	435	21.1	19	169	220
$10,000 - $49,999	53	1,280	344	26.9	39	146	178
Under $10,000	25	141	38	27.0	25	17	10

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	ALL OTHER PRODUCTS—Con.						
OILS AND GREASES (ANIMAL AND VEGETABLE)	64	$41,416	$3,520	8.5	27	615	$1,646
$2,000,000 and over	5	24,861	1,287	5.2	5	126	480
$500,000 - $1,999,999	10	10,697	1,414	13.2	1	285	787
$300,000 - $499,999	6	2,449	239	9.8	3	42	103
$200,000 - $299,999	6	1,499	219	14.6	6	51	94
$100,000 - $199,999	5	730	123	16.8	2	18	57
$50,000 - $99,999	9	706	124	17.6	2	43	58
$10,000 - $49,999	15	433	100	23.1	4	43	59
Under $10,000	8	41	14	34.1	4	7	8
OPTICAL GOODS	565	41,530	14,938	36.0	223	8,208	9,459
$300,000 and over	17	8,708	2,527	29.0	3	930	1,608
$200,000 - $299,999	18	4,284	1,585	37.0	7	648	974
$100,000 - $199,999	72	9,979	3,717	37.2	16	1,549	2,424
$50,000 - $99,999	151	10,632	3,932	37.0	57	1,696	2,522
$10,000 - $49,999	273	7,727	3,087	40.0	117	1,338	1,881
Under $10,000	34	200	88	44.0	23	47	50
TEXTILES AND MATERIALS (OTHER THAN DRY GOODS)	286	32,831	5,115	15.6	259	2,275	2,889
$500,000 and over	11	14,776	1,826	12.4	5	489	1,123
$300,000 - $499,999	9	3,249	442	13.6	6	214	280
$200,000 - $299,999	15	3,708	648	17.5	10	294	356
$100,000 - $199,999	30	4,306	773	18.0	24	436	424
$50,000 - $99,999	52	3,532	707	20.0	47	377	340
$10,000 - $49,999	121	3,009	658	21.9	122	430	340
Under $10,000	48	251	61	24.3	45	35	26
YARNS	157	65,134	5,437	8.3	108	1,223	2,625
$2,000,000 and over	6	27,370	1,518	5.5	----	111	703
$1,000,000 - $1,999,999	7	10,329	713	6.9	4	190	338
$500,000 - $999,999	19	12,749	1,107	8.7	6	261	611
$300,000 - $499,999	16	6,470	719	11.1	13	166	356
$200,000 - $299,999	13	3,331	567	17.0	9	205	271
$100,000 - $199,999	13	1,661	228	13.7	15	80	85
$50,000 - $99,999	24	1,982	338	17.1	15	108	143
$10,000 - $49,999	43	1,138	225	19.8	31	86	103
Under $10,000	16	104	22	21.2	15	18	15
MISCELLANEOUS KINDS OF BUSINESS [2]	752	58,343	11,453	19.6	458	3,664	5,918
$500,000 and over	14	17,697	1,889	10.7	2	346	967
$300,000 - $499,999	18	6,292	1,289	20.5	6	412	732
$200,000 - $299,999	21	5,010	950	19.0	7	252	492
$100,000 - $199,999	73	10,437	2,608	25.0	30	760	1,248
$50,000 - $99,999	145	10,033	2,343	23.4	83	804	1,226
$10,000 - $49,999	340	8,051	2,114	26.3	224	946	1,130
Under $10,000	141	823	260	31.6	106	144	123

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

[1] Revised.

[2] Includes 3 cooperatives and voluntary groups.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	AMUSEMENT AND SPORTING GOODS						
BICYCLES AND SUPPLIES	40	$5,005	$899	18.0	18	336	$496
CAMERAS AND PHOTOGRAPHIC SUPPLIES	105	12,356	2,404	19.5	65	798	1,225
MOTION-PICTURE EQUIPMENT AND SUPPLIES (Except films)	64	9,950	1,511	15.2	14	409	759
MOTION-PICTURE FILM EXCHANGES	203	22,269	4,272	19.2	60	1,231	2,452
$200,000 and over	16	16,303	1,846	11.3	----	334	1,042
Middle Atlantic	6	4,000	728	----	----	140	337
East North Central	4	1,440	302	----	----	86	206
Other divisions	6	10,863	816	----	----	108	499
$100,000 - $199,999	15	2,005	616	30.7	6	205	358
East North Central	5	686	207	----	2	61	103
West South Central	4	494	120	----	3	45	71
Other divisions	6	825	289	----	1	99	184
$50,000 - $99,999	21	1,332	529	39.7	3	190	300
Middle Atlantic	9	536	199	----	1	75	119
West North Central	4	243	102	----	1	36	51
Other divisions	8	553	228	----	1	79	130
$10,000 - $49,999	95	2,357	1,146	48.6	30	431	679
New England	6	129	85	----	1	24	45
Middle Atlantic	35	898	420	----	8	143	247
East North Central	8	164	79	----	3	42	50
West North Central	10	223	118	----	1	40	61
South Atlantic	7	143	63	----	2	24	34
Mountain	6	155	84	----	9	28	43
Pacific	18	459	252	----	7	98	164
Other divisions	7	186	85	----	1	32	35
Under $10,000	56	272	135	49.6	21	71	73
Middle Atlantic	17	99	50	----	6	21	26
East North Central	12	45	24	----	1	18	15
West North Central	7	29	12	----	4	8	7
Pacific	10	44	22	----	7	15	13
Other divisions	10	55	27	----	3	9	12
SPORTING GOODS	224	36,720	6,788	18.5	114	2,063	3,304
$200,000 and over	40	25,081	4,221	18.8	4	1,244	2,137
Middle Atlantic	15	13,894	2,155	----	2	554	1,103
South Atlantic	5	1,592	255	----	----	64	84
Pacific	5	2,157	398	----	----	166	250
Other divisions	15	7,438	1,413	----	2	460	700
$100,000 - $199,999	34	5,082	1,098	21.8	21	319	511
Middle Atlantic	9	1,452	311	----	9	75	123
West South Central	7	975	186	----	----	60	100
Pacific	5	784	157	----	3	58	86
Other divisions	13	1,871	442	----	9	126	202
$50,000 - $99,999	58	4,187	909	21.7	18	283	417
Middle Atlantic	14	969	234	----	5	76	111
East North Central	9	839	124	----	----	46	65
South Atlantic	5	415	82	----	1	20	38
West South Central	7	533	143	----	----	33	63
Mountain	5	381	77	----	4	36	39
Pacific	11	746	148	----	6	44	59
Other divisions	7	524	101	----	2	28	42
Under $50,000	92	2,370	560	23.6	71	217	239
New England	7	164	40	----	4	16	16
Middle Atlantic	31	804	186	----	25	67	81
East North Central	10	225	41	----	9	17	18
West North Central	11	296	85	----	5	36	33
South Atlantic	9	224	54	----	7	22	20
Pacific	18	455	105	----	18	41	52
Other divisions	6	202	49	----	3	18	19
TOYS, NOVELTIES, AND FIREWORKS	481	37,950	8,080	21.3	413	2,630	3,838
$200,000 and over	44	21,288	4,172	19.8	22	1,175	2,064
Middle Atlantic	25	14,824	2,833	----	17	631	1,251
East North Central	9	3,385	832	----	----	289	422
Other divisions	10	3,077	707	----	5	255	391
$100,000 - $199,999	37	4,757	1,102	23.2	29	397	554
Middle Atlantic	17	2,170	482	----	18	142	240
East North Central	8	1,136	258	----	3	129	151
Other divisions	12	1,451	384	----	8	128	183
TOYS, NOVELTIES, AND FIREWORKS—Con.							
$50,000 - $99,999	80	$5,728	$1,360	23.7	67	459	$612
Middle Atlantic	44	3,287	883	----	43	230	299
East North Central	15	1,061	327	----	9	115	168
West North Central	5	395	83	----	4	24	27
Pacific	9	601	174	----	7	53	72
Other divisions	7	404	93	----	4	37	46
Under $50,000	320	6,179	1,446	23.4	295	599	608
New England	20	356	92	----	16	54	45
Middle Atlantic	126	2,251	548	----	119	228	227
East North Central	66	1,292	251	----	57	113	106
West South Central	15	271	68	----	9	16	21
Pacific	49	821	206	----	53	70	88
Other divisions	44	1,188	283	----	41	118	121
ALL OTHER	138	11,515	2,606	22.8	113	834	1,388
	AUTOMOTIVE						
AUTOMOBILES (New and used)	567	1300978	65,253	5.0	215	17,140	31,595
$500,000 and over	293	1252203	58,792	4.7	42	14,841	28,151
New England	21	77757	3,792	----	----	1,157	2,133
Middle Atlantic	57	252854	9,321	----	5	2,822	5,044
East North Central	64	345093	22,529	----	5	4,070	7,998
West North Central	43	219239	6,269	----	7	1,853	3,495
South Atlantic	30	139263	4,880	----	3	1,385	2,578
East South Central	11	38153	1,428	----	5	443	745
West South Central	21	35397	1,647	----	3	448	826
Mountain	12	13657	1,114	----	7	385	579
Pacific	34	130790	8,012	----	7	2,278	4,753
$200,000 - $499,999	93	33,112	3,965	12.0	45	1,446	2,118
New England	7	2,449	281	----	1	86	147
Middle Atlantic	17	8,604	751	----	6	284	443
East North Central	22	7,620	1,033	----	10	379	561
West North Central	15	5,417	683	----	8	262	327
South Atlantic	9	2,818	371	----	2	153	203
East South Central	4	1,472	133	----	4	44	60
West South Central	7	2,319	222	----	6	89	102
Mountain	6	2,219	239	----	2	100	138
Pacific	6	2,194	252	----	8	69	137
Under $200,000	181	15,661	2,498	15.9	128	853	1,328
Middle Atlantic	40	5,230	780	----	19	247	396
East North Central	41	2,422	377	----	35	141	195
West North Central	26	2,088	277	----	23	110	138
South Atlantic	17	1,525	259	----	8	100	151
West South Central	20	1,514	391	----	23	108	218
Other divisions	37	2,884	412	----	22	147	228
TRUCKS AND TRACTORS	577	86,298	11,639	17.6	415	3,990	6,455
$500,000 and over	25	21,063	3,791	18.0	----	995	2,095
Middle Atlantic	5	4,739	924	----	----	279	559
South Atlantic	4	2,290	579	----	----	130	228
Pacific	4	3,154	486	----	----	115	296
Other divisions	12	10,880	1,802	----	----	471	1,014
$200,000 - $499,999	54	15,748	2,388	15.2	15	844	1,498
Middle Atlantic	11	3,127	502	----	5	159	268
East North Central	13	4,425	611	----	4	205	407
South Atlantic	10	2,836	490	----	----	207	370
Pacific	8	2,142	261	----	2	81	129
Other divisions	12	3,218	524	----	4	192	324
$100,000 - $199,999	88	12,219	2,136	17.5	48	772	1,179
New England	9	1,239	227	----	4	81	139
Middle Atlantic	16	2,206	450	----	11	158	257
East North Central	18	2,268	405	----	7	133	236
South Atlantic	13	1,661	238	----	5	97	128
West South Central	9	1,334	235	----	2	94	138
Pacific	18	2,430	391	----	15	124	186
Other divisions	7	1,081	190	----	4	85	97
Under $100,000	410	17,288	3,324	19.3	352	1,379	1,685
New England	32	1,454	320	----	20	138	174
Middle Atlantic	100	4,175	831	----	84	329	409
East North Central	92	4,015	786	----	78	302	411
West North Central	35	1,538	270	----	32	117	132

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	AUTOMOTIVE—Con.						
TRUCKS AND TRACTORS—Con.							
Undsr $100,000—Con.							
South Atlantic	31	$1,022	$200	—	28	88	$98
East South Central	22	762	146	—	22	78	80
West South Central	36	1,559	264	—	37	127	132
Mountain	10	490	78	—	10	32	39
Pacific	52	2,271	429	—	43	170	208
AUTOMOTIVE ACCESSORIES AND EQUIPMENT	2,827	257,123	59,971	23.3	1,826	22,186	33,033
$500,000 and over	58	58,927	10,170	17.3	13	3,625	5,902
Middle Atlantic	9	6,253	1,530	—	3	470	847
East North Central	17	16,095	2,786	—	2	1,001	1,641
West North Central	11	14,204	2,342	—	3	826	1,241
West South Central	6	6,876	875	—	—	302	486
Other divisions	13	15,499	2,637	—	5	1,026	1,687
$300,000 - $499,999	73	27,100	6,759	24.9	24	2,239	3,874
Middle Atlantic	18	5,947	1,857	—	4	493	840
East North Central	21	7,517	1,818	—	8	578	1,062
Wsst North Central	7	2,610	723	—	2	258	435
South Atlantic	10	4,011	900	—	6	318	506
Pacific	8	2,894	689	—	3	273	436
Other divieions	11	4,121	972	—	1	319	595
$200,000 - $299,999	131	31,620	7,757	24.5	32	2,634	4,374
New England	9	2,186	583	—	4	201	307
Middle Atlantic	29	7,004	1,769	—	9	565	1,025
East North Central	25	5,744	1,458	—	5	478	803
West North Central	17	4,357	981	—	—	354	535
South Atlantic	13	3,113	899	—	2	316	568
East South Central	5	1,130	307	—	2	132	171
Weet South Central	12	2,785	567	—	5	181	297
Mountain	9	2,281	447	—	1	182	257
Pacific	12	3,020	746	—	4	245	411
$100,000 - $199,999	408	56,809	14,294	25.3	224	5,278	7,921
New England	28	3,850	934	—	18	333	490
Middle Atlantic	85	11,533	2,798	—	46	1,070	1,645
East North Central	97	13,710	3,515	—	43	1,312	1,961
West North Central	49	8,759	1,702	—	26	612	901
South Atlantic	43	5,835	1,580	—	24	839	922
East South Central	21	2,585	714	—	20	258	350
West South Central	35	4,811	1,108	—	17	401	592
Mountain	17	2,550	558	—	5	187	285
Pacific	33	4,978	1,385	—	25	466	775
$50,000 - $99,999	688	47,288	11,959	25.3	373	4,541	8,435
New England	38	2,842	725	—	23	301	432
Middle Atlantic	134	9,560	2,370	—	67	906	1,288
East North Central	144	10,275	2,549	—	71	1,017	1,429
West North Central	83	5,789	1,512	—	85	808	794
South Atlantic	84	4,470	1,104	—	30	392	594
East South Central	43	2,914	728	—	22	269	369
Wsst South Central	53	3,790	939	—	36	357	486
Mountain	36	2,569	670	—	13	222	321
Pacific	73	5,099	1,364	—	46	469	722
$10,000 - $49,999	1,208	33,895	8,542	25.2	930	3,857	4,341
New England	51	1,492	370	—	37	156	193
Middle Atlantic	218	6,376	1,541	—	137	624	789
East North Central	314	8,388	2,217	—	258	988	1,168
West North Central	148	4,277	1,067	—	127	469	524
South Atlantic	114	3,268	817	—	88	353	389
East South Central	84	1,680	406	—	53	187	201
West South Central	115	3,069	726	—	88	385	377
Mountain	45	1,528	388	—	28	144	176
Pacific	139	3,817	1,010	—	118	393	528
Under $10,000	283	1,684	490	29.1	230	214	188
New England	12	68	19	—	12	7	7
Middls Atlantic	28	161	35	—	17	12	9
East North Central	74	435	134	—	87	57	51
West North Central	42	244	82	—	33	37	30
South Atlantic	28	153	43	—	19	24	20
East South Csntral	12	70	28	—	7	11	11
Wsst South Csntral	40	255	88	—	33	34	26
Mountain	13	73	21	—	8	8	7
Pacific	38	225	82	—	34	28	25
AUTOMOTIVE PARTS	3,310	$253,482	$66,783	26.3	2,240	24,745	$37,248
$500,000 and ovsr	64	61,371	13,698	22.3	3	3,993	6,926
Middle Atlantic	11	12,132	2,748	—	3	819	1,394
East North Central	20	18,970	4,373	—	—	1,277	2,178
Wsst North Central	6	5,094	1,239	—	—	336	580
South Atlantic	5	5,562	1,040	—	—	351	611
West South Central	9	8,500	1,731	—	—	481	854
Pacific	8	4,514	1,075	—	—	344	603
Other divisions	7	6,599	1,492	—	—	385	706
$300,000 - $499,999	59	22,212	5,748	25.9	8	2,019	3,451
Middle Atlantic	13	5,019	1,361	—	1	476	820
East North Central	9	3,352	799	—	1	324	498
West North Central	8	2,805	757	—	1	259	398
Weet South Central	7	2,798	580	—	—	199	356
Pacific	10	3,709	962	—	1	292	557
Other divisions	12	4,529	1,289	—	2	469	822
$200,000 - $299,999	92	22,173	6,292	28.4	30	2,250	3,743
Middle Atlantic	11	2,445	781	—	1	257	467
East North Central	21	5,053	1,535	—	4	494	910
Wsst North Central	14	3,478	1,103	—	8	374	614
South Atlantic	11	2,609	645	—	5	303	457
East South Central	6	1,553	422	—	3	151	191
West South Central	14	3,437	919	—	3	370	571
Pacific	10	2,390	548	—	5	189	337
Other divisions	5	1,208	339	—	1	112	198
$100,000 - $199,999	361	49,610	14,190	28.6	152	5,225	8,291
New England	17	2,476	730	—	4	228	445
Middle Atlantic	56	7,765	2,211	—	33	809	1,278
Eaet North Central	73	9,828	3,010	—	22	1,083	1,758
West North Central	35	4,918	1,329	—	15	538	784
South Atlantic	48	6,591	1,841	—	20	709	1,130
East South Central	17	2,260	681	—	11	246	370
West South Central	43	6,434	1,782	—	12	698	1,037
Mountain	23	2,979	845	—	7	306	468
Pacific	49	6,359	1,801	—	28	608	1,021
$50,000 - $99,999	733	51,242	13,787	28.9	460	5,510	7,898
Nsw England	43	2,877	687	—	19	284	418
Middle Atlantic	118	8,119	2,315	—	68	952	1,393
East North Central	158	11,285	3,206	—	98	1,200	1,851
West North Central	94	6,471	1,694	—	61	675	879
South Atlantic	78	5,563	1,401	—	53	598	785
Eaet South Central	28	1,809	484	—	17	211	271
West South Central	70	4,803	1,207	—	43	536	693
Mountain	30	2,058	546	—	17	198	294
Pacific	118	8,257	2,247	—	86	856	1,332
$10,000 - $49,999	1,636	44,546	12,326	27.7	1,250	5,408	6,625
New England	65	1,875	526	—	35	214	307
Middle Atlantic	251	6,964	2,102	—	183	894	1,196
East North Central	386	10,464	2,927	—	305	1,281	1,588
Wsst North Central	192	5,062	1,326	—	167	614	640
South Atlantic	112	3,034	847	—	80	424	484
East South Central	74	1,952	497	—	41	248	241
West South Central	178	4,951	1,221	—	127	541	614
Mountain	56	1,393	350	—	40	141	187
Pacific	322	8,851	2,530	—	272	1,051	1,388
Under $10,000	365	2,328	722	31.0	339	340	316
New England	11	80	18	—	8	6	7
Middle Atlantic	48	347	118	—	47	49	51
East North Central	106	864	220	—	98	111	98
West North Central	53	320	97	—	51	49	44
South Atlantic	24	142	54	—	15	32	29
Eaet South Central	14	65	17	—	14	9	7
West South Central	40	239	62	—	38	27	25
Mountain	11	108	23	—	13	12	9
Pacific	58	383	115	—	55	45	48
TIRES AND TUBES	631	76,957	11,195	14.5	506	3,452	5,889
$300,000 and over	34	40,571	3,671	9.0	19	829	1,888
Middls Atlantic	20	32,075	2,153	—	16	501	1,063
East North Central	5	3,178	478	—	1	91	258
Other divisions	9	5,318	1,042	—	2	237	565

* Employees and pay roll includs paid executivss of corporations but not tho number and compensation of proprietors of unincorporeted businesee.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	AUTOMOTIVE—Con.						
TIRES AND TUBES—Con.							
$100,000 - $299,999	124	$20,588	$4,005	19.5	90	1,216	$1,961
New England	11	1,728	321	—	9	90	136
Middle Atlantic	43	7,594	1,336	—	27	398	872
East North Central	24	3,923	895	—	19	250	451
West North Central	8	1,241	266	—	7	80	109
South Atlantic	10	1,627	297	—	7	115	148
West South Central	9	1,505	285	—	5	91	117
Pacific	11	1,586	369	—	10	119	200
Other divisions	8	1,384	236	—	6	73	128
$50,000 - $99,999	127	9,026	1,940	21.5	85	691	1,006
New England	10	729	132	—	9	44	59
Middle Atlantic	36	2,551	503	—	19	175	272
East North Central	24	1,699	374	—	15	143	188
West North Central	11	774	158	—	9	58	77
South Atlantic	10	655	165	—	7	68	94
West South Central	8	554	87	—	5	27	42
Pacific	20	1,423	339	—	16	117	197
Other divieions	8	641	182	—	5	59	77
$10,000 - $49,999	249	6,171	1,432	23.2	213	638	753
New England	12	330	82	—	9	37	41
Middle Atlantic	37	925	194	—	25	78	93
East North Central	64	1,472	390	—	57	185	231
West North Central	28	757	172	—	21	83	86
South Atlantic	24	637	153	—	18	66	80
East South Central	5	106	22	—	6	11	10
West South Central	24	631	121	—	22	52	55
Mountain	11	241	49	—	10	20	22
Pacific	44	1,072	249	—	45	104	135
Under $10,000	97	601	147	24.5	99	80	63
Middle Atlantic	10	64	21	—	8	8	4
East North Central	28	172	48	—	32	28	21
West North Central	14	82	14	—	13	11	8
South Atlantic	6	46	5	—	4	2	2
West South Atlantic	8	44	10	—	7	5	5
Pacific	22	131	40	—	23	21	20
Other divisions	9	62	9	—	12	5	3
	BEER, WINES, AND LIQUORS						
BEER AND ALE	4,852	491,557	76,104	15.5	3,700	23,017	31,442
$500,000 and over	108	83,251	12,864	15.5	35	3,390	5,986
New England	11	9,302	1,450	—	1	361	659
Middle Atlantic	18	12,581	1,711	—	5	454	786
East North Central	33	28,340	4,015	—	11	1,120	2,056
West North Central	10	6,853	1,039	—	5	274	518
South Atlantic	11	8,060	1,396	—	5	454	727
West South Central	7	5,981	789	—	3	190	258
Pacific	13	10,972	1,974	—	2	417	817
Other divisione	5	3,182	490	—	3	120	185
$300,000 - $499,999	182	69,190	10,483	15.2	101	2,951	4,689
New England	24	9,129	1,237	—	14	348	565
Middle Atlantic	45	16,871	2,150	—	31	594	856
East North Central	39	14,464	2,332	—	11	692	1,206
West North Central	14	5,360	986	—	13	232	355
South Atlantic	18	6,849	1,042	—	8	378	488
East South Central	7	2,672	464	—	2	134	208
West South Central	11	4,684	649	—	3	165	258
Mountain	4	1,391	215	—	3	47	71
Pacific	20	7,770	1,408	—	16	361	682
$200,000 - $299,999	311	75,458	11,496	15.2	203	3,359	4,937
New England	32	8,003	1,202	—	19	332	521
Middle Atlantic	85	20,906	2,925	—	50	846	1,215
East North Central	79	19,288	2,970	—	49	868	1,321
West North Central	23	5,376	738	—	18	212	295
South Atlantic	29	7,073	1,258	—	11	393	554
East South Central	4	866	168	—	1	64	66
West South Central	19	4,559	748	—	17	185	264
Mountain	9	2,149	313	—	8	97	125
Pacific	31	7,240	1,178	—	32	382	576
$100,000 - $199,999	889	122,516	19,714	18.1	840	5,872	7,891
New England	51	7,243	1,350	—	22	380	513
Middle Atlantic	240	32,360	4,643	—	205	1,355	1,746
East North Central	232	32,581	5,394	—	182	1,625	2,325
West North Central	111	14,788	2,862	—	89	729	922

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	BEER, WINES, AND LIQUORS—Con.						
BEER AND ALE—Con.							
$100,000 - $199,999—Con.							
South Atlantic	64	$9,178	$1,553	—	36	505	$610
East South Central	27	3,667	624	—	14	243	280
West South Central	62	8,629	1,334	—	36	425	524
Mountain	27	3,989	636	—	21	159	230
Pacific	75	10,081	1,518	—	55	451	741
$50,000 - $99,999	1,268	90,320	13,550	15.0	1,041	4,500	5,073
New England	36	2,662	429	—	19	141	157
Middle Atlantic	346	24,734	3,059	—	319	1,068	1,181
East North Central	295	21,342	3,363	—	247	1,116	1,321
West North Central	223	15,810	2,678	—	177	808	882
South Atlantic	78	5,504	942	—	42	357	375
East South Central	45	3,022	443	—	26	183	193
West South Central	107	7,372	1,104	—	84	367	383
Mountain	49	3,359	536	—	45	158	172
Pacific	89	6,515	998	—	82	302	449
Under $50,000	1,894	50,822	7,997	15.7	1,680	2,945	2,866
Middle Atlantic	462	13,321	1,736	—	460	660	612
East North Central	483	12,257	1,985	—	431	748	755
West North Central	329	8,856	1,575	—	297	539	524
South Atlantic	87	2,550	388	—	65	163	151
West South Central	184	4,353	617	—	141	283	226
Mountain	89	2,406	415	—	72	109	118
Pacific	166	4,414	762	—	141	242	285
Other divieions	94	2,665	519	—	73	201	197
WINES AND LIQUORS	1,334	679,952	74,501	11.0	642	20,383	37,831
$1,000,000 and over	175	378,766	36,918	9.8	58	9,187	19,898
New England	16	25,098	2,644	—	1	690	1,598
Middle Atlantic	51	135,973	16,198	—	5	3,646	8,764
East North Central	29	81,257	5,298	—	7	1,350	2,809
West North Central	12	25,852	2,091	—	—	514	1,000
South Atlantic	28	36,856	3,777	—	10	1,012	2,196
West South Central	14	18,758	1,751	—	19	532	811
Pacific	18	41,518	4,387	—	11	1,263	2,333
Other divisions	7	11,458	772	—	3	180	385
$500,000 - $999,999	194	138,042	14,959	10.8	89	4,131	7,426
New England	25	18,536	2,146	—	3	572	1,159
Middle Atlantic	19	14,063	1,825	—	5	557	934
East North Central	45	31,083	3,265	—	22	870	1,706
West North Central	26	17,362	1,983	—	8	529	913
South Atlantic	27	18,732	1,847	—	11	583	937
East South Central	8	6,239	423	—	4	112	198
West South Central	18	12,529	1,206	—	6	350	547
Mountain	7	4,940	671	—	3	186	288
Pacific	19	14,558	1,593	—	7	372	744
$300,000 - $499,999	191	75,676	9,079	12.0	66	2,596	4,200
New England	19	7,671	969	—	5	271	500
Middle Atlantic	15	5,621	963	—	—	209	381
East North Central	54	21,599	2,515	—	20	775	1,251
West North Central	20	8,133	1,056	—	2	250	442
South Atlantic	21	8,450	1,012	—	7	325	484
East South Central	20	7,980	717	—	12	212	333
West South Central	19	7,298	819	—	7	279	348
Mountain	4	1,606	205	—	1	80	87
Pacific	19	7,318	823	—	12	215	374
$200,000 - $299,999	152	36,778	4,755	12.9	72	1,459	2,185
New England	10	2,384	396	—	2	111	210
Middle Atlantic	10	2,405	447	—	3	151	257
East North Central	47	11,385	1,367	—	24	425	592
West North Central	8	1,882	346	—	4	104	145
South Atlantic	17	4,043	458	—	9	152	214
East South Central	18	4,424	396	—	12	151	185
West South Central	12	2,844	382	—	3	148	180
Mountain	12	2,900	414	—	8	77	133
Pacific	18	4,531	571	—	9	140	269
$100,000 - $199,999	237	34,803	5,281	15.2	134	1,658	2,314
New England	20	3,035	478	—	2	155	215
Middle Atlantic	13	1,815	424	—	2	123	200
East North Central	96	14,215	2,011	—	66	650	913
West North Central	10	1,428	203	—	2	57	70
South Atlantic	14	1,831	309	—	8	98	136
East South Central	9	1,294	128	—	8	44	58
West South Central	12	1,737	258	—	4	88	98
Mountain	18	2,324	374	—	11	95	121
Pacific	47	8,924	1,078	—	33	350	503

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businessee.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
BEER, WINES, AND LIQUORS—Con.							
WINES AND LIQUORS—Con.							
$50,000 - $99,999	166	$12,104	$2,258	18.7	95	819	$1,017
Middle Atlantic	11	757	234	—	5	80	121
East North Central	58	4,213	708	—	36	248	312
West North Central	8	601	91	—	2	39	35
South Atlantic	9	677	120	—	1	64	51
East South Central	7	565	90	—	6	23	30
Mountain	10	810	114	—	7	37	44
Pacific	54	3,777	757	—	36	268	358
Other divisions	9	704	144	—	2	60	66
$10,000 - $49,999	192	5,794	1,224	21.1	135	515	577
Middle Atlantic	32	840	221	—	18	105	113
East North Central	53	1,837	335	—	39	128	168
West North Central	6	164	30	—	1	14	17
South Atlantic	9	213	46	—	6	24	18
East South Central	5	171	31	—	2	15	16
West South Central	8	185	41	—	4	19	15
Pacific	75	2,160	466	—	63	195	212
Other divisions	8	224	54	—	2	15	20
Under $10,000	27	189	47	24.9	15	18	16
East North Central	10	75	19	—	8	7	5
Pacific	9	56	10	—	7	4	3
Other divisions	8	58	18	—	—	7	8
CHEMICALS AND PAINTS							
DYESTUFFS	57	20,601	3,190	15.5	28	509	1,539
EXPLOSIVES	49	2,824	400	14.2	25	119	173
INDUSTRIAL CHEMICALS	259	80,704	11,078	13.7	78	2,521	8,102
$1,000,000 and over	13	35,927	3,433	9.6	2	598	1,987
Middle Atlantic	5	21,450	2,130	—	—	317	1,395
Other divisions	8	14,477	1,303	—	2	279	592
$500,000 - $999,999	28	20,543	2,572	12.5	1	508	1,371
New England	9	5,930	558	—	—	81	271
Middle Atlantic	13	10,395	1,405	—	1	251	728
Other divisions	8	4,218	609	—	—	176	372
$200,000 - $499,999	41	12,507	2,450	19.8	3	609	1,414
Middle Atlantic	19	6,168	1,249	—	2	272	717
East North Central	9	2,815	551	—	1	157	321
Pacific	5	1,388	314	—	—	72	163
Other divisions	8	2,336	336	—	—	108	213
$100,000 - $199,999	48	6,795	1,392	20.5	8	384	715
New England	7	1,006	144	—	—	41	85
Middle Atlantic	14	2,078	434	—	1	97	221
East North Central	11	1,554	319	—	1	89	184
West South Central	5	699	155	—	2	50	68
Other divisions	11	1,458	340	—	4	107	157
$50,000 - $99,999	47	3,272	751	23.0	18	236	372
Middle Atlantic	21	1,433	324	—	4	112	184
East North Central	10	773	200	—	6	65	87
Other divisions	18	1,066	227	—	8	59	101
Under $50,000	82	1,680	480	28.9	48	188	243
New England	12	302	66	—	8	28	29
Middle Atlantic	27	567	194	—	11	74	106
East North Central	17	387	89	—	13	35	50
West North Central	5	104	21	—	5	8	7
West South Central	8	85	46	—	2	12	18
Pacific	10	134	33	—	11	10	13
Other divisions	5	101	31	—	—	23	20
NAVAL STORES	23	11,528	1,088	9.4	8	328	532
PAINTS AND VARNISHES	608	46,293	10,859	23.5	322	3,340	5,667
$200,000 and over	47	18,639	3,981	21.4	10	1,068	2,123
Middle Atlantic	20	9,492	1,753	—	7	365	823
East North Central	5	1,608	412	—	—	157	243
South Atlantic	8	2,950	811	—	1	236	447
Other divisions	14	4,589	1,005	—	2	310	610

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
CHEMICALS AND PAINTS—Con.							
PAINTS AND VARNISHES—Con.							
$100,000 - $199,999	82	$11,268	$2,733	24.3	32	823	$1,422
New England	8	1,173	319	—	1	87	148
Middle Atlantic	31	4,273	956	—	18	270	479
East North Central	22	2,853	776	—	10	239	407
West North Central	5	777	181	—	—	77	116
South Atlantic	8	1,010	210	—	1	61	114
Other divisions	8	1,202	291	—	2	89	160
$50,000 - $99,999	116	7,721	1,934	25.0	41	627	1,035
New England	12	814	201	—	3	68	110
Middle Atlantic	52	3,521	843	—	25	271	453
East North Central	21	1,321	340	—	5	117	185
West North Central	7	460	118	—	1	41	68
South Atlantic	7	453	117	—	2	42	69
Pacific	9	582	186	—	2	55	88
Other divisions	8	570	129	—	3	33	62
$10,000 - $49,999	305	8,302	2,103	25.3	190	773	1,039
New England	15	338	91	—	11	33	53
Middle Atlantic	87	2,489	610	—	45	228	296
East North Central	68	1,947	549	—	31	196	292
West North Central	23	657	164	—	20	53	73
South Atlantic	31	790	182	—	17	82	90
East South Central	4	117	25	—	3	15	14
West South Central	8	208	51	—	6	17	21
Mountain	7	162	35	—	6	14	17
Pacific	82	1,594	396	—	51	135	183
Under $10,000	58	363	108	29.8	49	49	48
Middle Atlantic	14	84	21	—	15	6	6
East North Central	15	89	27	—	10	14	13
Pacific	13	83	24	—	12	7	8
Other divisions	18	107	38	—	12	22	21
PAINTS WITH GLASS AND/OR WALLPAPER	311	28,675	7,907	27.6	136	2,590	4,012
$200,000 and over	36	12,028	3,311	27.5	4	1,137	1,749
Middle Atlantic	7	1,642	424	—	1	140	223
East North Central	9	2,858	928	—	—	287	496
West North Central	6	1,971	496	—	3	181	259
West South Central	5	2,296	512	—	—	184	249
Other divisions	9	3,281	951	—	—	345	522
$100,000 - $199,999	48	6,457	1,813	28.1	22	537	937
Middle Atlantic	12	1,591	451	—	3	120	224
East North Central	14	1,978	535	—	5	149	265
West North Central	9	1,149	306	—	7	90	157
South Atlantic	8	778	249	—	—	84	142
Other divisions	7	963	272	—	7	94	149
$50,000 - $99,999	89	8,412	1,830	28.5	28	578	892
New England	6	451	141	—	—	43	88
Middle Atlantic	16	1,213	331	—	9	99	186
East North Central	37	2,527	725	—	10	199	321
West North Central	14	1,048	277	—	4	101	154
Pacific	5	324	86	—	3	24	33
Other divisions	11	849	270	—	2	110	150
$10,000 - $49,999	128	3,699	937	25.3	74	334	428
New England	14	457	119	—	4	42	62
Middle Atlantic	28	850	200	—	18	64	85
East North Central	46	1,309	349	—	24	112	148
West North Central	15	417	105	—	11	51	54
South Atlantic	5	150	43	—	3	17	21
Pacific	12	333	78	—	10	31	35
Other divisions	6	183	45	—	4	17	23
Under $10,000	12	79	16	20.3	8	6	6
ALL OTHER	288	28,071	5,653	21.7	155	1,541	3,024
$100,000 and over	66	21,169	4,284	20.2	8	978	2,264
New England	5	717	147	—	—	38	87
Middle Atlantic	33	13,152	2,689	—	—	594	1,420
East North Central	10	2,335	812	—	—	140	339
Pacific	10	2,341	438	—	1	97	209
Other divisions	8	2,624	398	—	7	109	209

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
CHEMICALS AND PAINTS—Con.							
ALL OTHER—Con.							
$50,000 - $99,999	25	$1,623	$407	25.1	4	123	$215
Middle Atlantic	11	646	179	—	1	45	75
Other divisions	14	977	228	—	3	78	140
$10,000 - $49,999	113	2,860	828	29.0	76	369	488
New England	14	371	131	—	10	70	77
Middle Atlantic	42	1,020	242	—	31	100	126
East North Central	18	488	195	—	8	79	127
West North Central	9	263	70	—	7	31	42
South Atlantic	12	295	69	—	8	32	36
Pacific	10	245	61	—	8	25	39
Other divisions	8	178	60	—	4	32	41
Under $10,000	82	419	134	32.0	67	71	57
Middle Atlantic	27	138	44	—	26	21	19
East North Central	16	83	25	—	13	13	11
West North Central	13	53	20	—	9	16	9
South Atlantic	7	35	6	—	5	3	1
West South Central	5	30	10	—	4	4	2
Pacific	7	42	15	—	4	6	8
Other divisions	7	40	14	—	6	8	7
CLOTHING AND FURNISHINGS							
CLOTHING AND FURNISHINGS (General line)	422	61,129	8,896	14.6	402	3,016	4,662
$300,000 and over	45	30,509	4,406	14.4	35	1,507	2,569
Middle Atlantic	21	14,287	1,638	—	26	508	959
East North Central	10	5,435	842	—	4	288	446
Other divisions	14	10,787	1,926	—	5	711	1,164
$200,000 - $299,999	39	9,500	1,318	13.9	39	400	651
Middle Atlantic	15	3,810	478	—	20	130	215
East North Central	6	1,395	199	—	5	48	81
Other divisions	18	4,295	641	—	14	222	355
$100,000 - $199,999	83	12,216	1,756	14.4	84	566	825
New England	6	983	134	—	3	47	70
Middle Atlantic	37	5,531	740	—	44	219	317
East North Central	12	1,834	267	—	16	79	130
West North Central	9	1,171	224	—	7	82	124
South Atlantic	6	890	123	—	4	40	61
East South Central	5	744	125	—	4	35	45
Other divisions	8	1,063	143	—	6	64	78
$50,000 - $99,999	73	5,125	813	15.9	62	303	392
New England	5	336	57	—	3	18	27
Middle Atlantic	30	2,132	276	—	33	109	120
East North Central	15	1,036	169	—	12	68	82
West North Central	6	410	104	—	3	32	62
South Atlantic	10	716	115	—	6	42	55
Other divisions	7	495	92	—	5	36	46
$10,000 - $49,999	126	3,480	548	15.7	129	216	211
Middle Atlantic	59	1,553	248	—	67	81	88
East North Central	18	505	74	—	18	29	31
West North Central	5	83	18	—	3	6	5
South Atlantic	20	610	97	—	19	48	43
East South Central	11	360	58	—	11	26	16
West South Central	5	144	19	—	6	12	10
Other divisions	8	225	34	—	5	14	18
Under $10,000	56	299	55	18.4	53	24	14
Middle Atlantic	26	147	27	—	23	14	8
East North Central	17	84	15	—	18	5	4
South Atlantic	7	36	7	—	7	2	(1)
Other divisions	6	32	6	—	5	3	2
MEN'S AND BOYS'	1,155	150,644	21,262	14.1	1,030	5,694	10,343
$500,000 and over	54	56,272	8,846	12.2	33	1,488	3,560
Middle Atlantic	35	37,523	4,181	—	26	825	2,175
East North Central	5	4,517	723	—	—	147	319
Other divisions	14	14,232	1,942	—	7	516	1,066
$300,000 - $499,999	68	25,891	3,870	15.1	47	978	1,948
New England	9	3,301	424	—	3	91	224
Middle Atlantic	32	12,375	1,843	—	24	449	911
East North Central	12	4,541	753	—	8	173	369
West North Central	8	2,355	345	—	6	130	181
Other divisions	9	3,119	525	—	6	135	263

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
CLOTHING AND FURNISHINGS—Con.							
MEN'S AND BOYS'—Con.							
$200,000 - $299,999	73	$17,407	$2,615	15.0	72	758	$1,347
New England	9	2,184	307	—	2	79	172
Middle Atlantic	35	8,126	1,114	—	38	306	572
East North Central	9	2,147	385	—	6	111	203
West North Central	5	1,197	208	—	9	54	83
South Atlantic	7	1,796	244	—	12	52	88
Other divisions	8	1,977	357	—	5	158	231
$100,000 - $199,999	158	22,717	3,433	15.1	128	964	1,644
New England	22	2,912	453	—	6	127	255
Middle Atlantic	72	10,506	1,580	—	65	412	746
East North Central	25	3,555	618	—	19	202	294
West North Central	9	1,238	142	—	13	49	64
South Atlantic	7	1,124	177	—	4	64	90
Pacific	17	2,432	288	—	21	68	114
Other divisions	6	950	175	—	—	44	81
$50,000 - $99,999	222	15,732	2,332	14.8	212	712	997
New England	18	1,179	170	—	8	44	70
Middle Atlantic	119	8,420	1,248	—	126	359	502
East North Central	30	2,071	288	—	29	99	157
West North Central	12	877	144	—	8	50	68
South Atlantic	11	781	89	—	10	26	36
East South Central	8	564	103	—	5	38	42
Pacific	18	1,303	189	—	20	53	75
Other divisions	8	557	101	—	6	43	47
$10,000 - $49,999	437	11,982	1,992	16.6	396	718	785
New England	33	981	187	—	19	79	97
Middle Atlantic	204	5,472	902	—	205	314	346
East North Central	96	2,620	412	—	84	137	134
West North Central	24	612	121	—	27	38	41
South Atlantic	31	919	150	—	22	61	72
East South Central	6	202	32	—	2	16	19
West South Central	8	198	26	—	8	12	13
Mountain	5	124	17	—	5	7	4
Pacific	30	854	145	—	26	54	59
Under $10,000	143	843	174	20.6	142	76	82
New England	11	67	13	—	9	3	3
Middle Atlantic	76	468	84	—	77	29	25
East North Central	32	187	40	—	33	21	18
West North Central	5	26	8	—	5	4	2
South Atlantic	5	26	9	—	2	4	8
Pacific	9	41	15	—	9	13	6
Other divisions	5	28	7	—	7	2	2
WOMEN'S AND CHILDREN'S	1,056	216,766	33,620	15.5	774	8,179	16,585
$1,000,000 and over	32	47,087	7,187	15.3	18	1,458	3,803
Middle Atlantic	24	36,359	5,401	—	12	1,097	2,888
Other divisions	8	10,728	1,786	—	6	361	917
$500,000 - $999,999	85	59,990	8,807	14.7	45	1,874	4,504
New England	6	4,158	476	—	1	87	278
Middle Atlantic	63	45,120	6,983	—	30	1,454	3,614
East North Central	5	3,496	511	—	1	117	222
West North Central	5	3,309	346	—	6	90	157
Other divisions	6	3,907	491	—	7	126	233
$300,000 - $499,999	89	33,936	5,463	18.1	53	1,412	2,871
New England	6	2,099	243	—	1	76	147
Middle Atlantic	47	18,365	3,153	—	25	758	1,527
East North Central	13	4,920	746	—	10	189	346
West North Central	8	2,918	474	—	1	141	288
Pacific	5	1,858	345	—	2	76	138
Other divisions	10	3,778	502	—	14	172	225
$200,000 - $299,999	106	25,384	3,630	14.3	69	928	1,713
New England	8	1,953	237	—	4	69	118
Middle Atlantic	57	13,507	1,923	—	41	417	911
East North Central	13	3,188	519	—	3	142	244
West North Central	7	1,571	173	—	7	69	77
Pacific	12	2,868	495	—	9	127	228
Other divisions	9	2,297	283	—	5	102	137
$100,000 - $199,999	199	28,876	4,807	16.8	132	1,318	2,281
New England	18	2,670	454	—	8	107	222
Middle Atlantic	119	17,229	3,071	—	76	849	1,537
East North Central	19	2,855	424	—	11	119	189
West North Central	10	1,426	217	—	13	59	74
South Atlantic	9	1,218	181	—	6	49	72

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
1 Less than $1,000.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	CLOTHING AND FURNISHINGS—Con.						
WOMEN'S AND CHILDREN'S—Con.							
$100,000 - $199,999—Con.							
Pacific	16	$2,311	$306	---	14	89	$124
Other divisions	8	1,169	154	---	6	46	63
$50,000 - $99,999	171	12,639	2,080	16.5	137	605	942
New England	18	1,197	196	---	12	56	74
Middle Atlantic	98	7,227	1,208	---	76	348	579
East North Central	17	1,359	224	---	16	68	91
West North Central	5	338	70	---	2	15	22
South Atlantic	9	643	88	---	7	23	29
Pacific	18	1,312	193	---	16	68	100
Other divisions	8	563	101	---	8	27	47
$10,000 - $49,999	297	8,362	1,538	18.4	249	545	634
New England	12	403	71	---	8	19	24
Middle Atlantic	176	4,833	870	---	149	323	380
East North Central	25	723	173	---	24	46	58
West North Central	19	498	79	---	16	32	31
South Atlantic	13	370	55	---	9	17	19
Pacific	43	1,262	242	---	32	84	102
Other divisions	9	273	48	---	11	24	20
Under $10,000	77	492	108	22.0	71	41	37
Middle Atlantic	55	368	84	---	52	31	29
Pacific	8	48	11	---	7	6	4
Other divisions	14	76	13	---	12	4	4
FURS, DRESSED, AND FUR CLOTHING	488	61,518	7,486	12.2	441	1,347	3,357
$200,000 and over	77	35,609	4,057	11.4	46	591	1,944
Middle Atlantic	62	29,896	3,235	---	38	462	1,561
East North Central	9	4,074	564	---	7	82	270
Other divisions	6	1,639	258	---	1	47	113
$100,000 - $199,999	95	13,391	1,658	12.4	94	330	682
Middle Atlantic	59	8,554	987	---	62	178	386
East North Central	14	1,909	307	---	13	84	126
Pacific	14	1,840	240	---	12	54	96
Other divisions	8	1,088	124	---	7	34	54
$50,000 - $99,999	119	8,344	1,150	13.8	93	247	493
Middle Atlantic	76	5,383	676	---	55	132	294
East North Central	24	1,608	239	---	20	66	106
Pacific	14	1,010	179	---	15	34	64
Other divisions	5	343	56	---	3	15	29
Under $50,000	197	4,174	621	14.9	208	179	258
New England	8	166	41	---	2	11	20
Middle Atlantic	152	3,110	404	---	166	110	155
East North Central	19	438	91	---	21	29	46
West North Central	6	146	46	---	4	19	23
Pacific	14	314	39	---	15	10	14
MILLINERY AND MILLINERY SUPPLIES	450	82,184	10,391	16.7	331	3,178	5,234
$200,000 and over	63	38,430	5,519	14.4	34	1,404	2,762
Middle Atlantic	47	32,726	4,399	---	27	1,046	2,135
East North Central	8	2,972	632	---	---	200	392
Other divisions	8	2,732	488	---	7	158	235
$100,000 - $199,999	77	10,954	2,086	19.0	51	657	1,023
Middle Atlantic	46	6,454	1,264	---	27	405	627
East North Central	13	1,820	337	---	12	104	173
West North Central	8	990	188	---	4	53	95
Pacific	5	719	142	---	1	38	51
Other divisions	7	971	175	---	7	57	77
$50,000 - $99,999	111	8,351	1,746	20.9	81	885	962
New England	7	571	97	---	6	33	42
Middle Atlantic	61	4,526	995	---	34	415	592
East North Central	11	875	185	---	12	64	84
West North Central	9	720	158	---	13	80	77
Pacific	12	854	164	---	10	82	88
Other divisions	11	805	187	---	6	51	79
$10,000 - $49,999	157	4,092	957	23.4	125	388	450
New England	8	140	33	---	5	14	15
Middle Atlantic	89	1,831	453	---	51	205	248
East North Central	23	572	131	---	18	49	63
West North Central	18	351	73	---	12	31	32
West South Central	10	280	72	---	7	28	23
MILLINERY AND MILLINERY SUPPLIES—Con.							
$10,000 - $49,999—Con.							
Mountain	8	$170	$40	---	7	11	$9
Pacific	19	586	125	---	20	44	52
Other divisions	6	162	30	---	5	8	8
Under $10,000	42	357	83	23.2	40	42	37
Middle Atlantic	31	295	66	---	28	36	33
Pacific	6	32	10	---	8	2	1
Other divisions	5	30	7	---	4	4	3
SHOES AND OTHER FOOTWEAR	453	116,182	14,838	12.8	339	3,767	7,416
$500,000 and over	67	68,046	8,324	12.2	29	2,080	4,498
New England	16	14,966	1,750	---	4	408	942
Middle Atlantic	21	20,583	2,704	---	6	598	1,459
East North Central	6	4,967	649	---	---	191	385
West North Central	5	9,221	825	---	2	233	411
South Atlantic	10	9,641	1,187	---	6	330	696
Other divisions	9	8,668	1,209	---	11	320	605
$300,000 - $499,999	39	14,689	1,938	13.2	31	423	908
New England	8	3,353	343	---	3	58	149
Middle Atlantic	20	7,614	1,057	---	18	250	528
Other divisions	11	3,722	538	---	10	115	231
$200,000 - $299,999	53	12,837	1,742	13.8	37	440	809
New England	10	2,480	296	---	6	80	161
Middle Atlantic	18	4,380	550	---	16	148	245
East North Central	7	1,682	259	---	3	53	123
South Atlantic	8	1,950	308	---	4	83	127
Other divisions	10	2,345	329	---	8	76	153
$100,000 - $199,999	85	12,400	1,599	12.9	66	420	691
New England	17	2,737	356	---	7	78	157
Middle Atlantic	35	4,849	631	---	34	176	257
East North Central	12	1,742	240	---	9	63	106
West North Central	10	1,477	157	---	8	44	73
South Atlantic	6	959	104	---	5	28	47
Other divisions	5	636	111	---	3	31	51
$50,000 - $99,999	71	5,013	703	14.0	49	233	313
New England	17	1,087	138	---	8	45	56
Middle Atlantic	24	1,712	237	---	19	77	103
East North Central	14	1,039	173	---	8	59	91
West North Central	6	410	34	---	6	17	13
Other divisions	10	765	121	---	8	35	50
$10,000 - $49,999	106	3,001	490	16.3	96	159	185
New England	24	683	115	---	17	32	44
Middle Atlantic	38	1,139	201	---	33	73	81
East North Central	19	470	88	---	20	26	33
West North Central	9	213	27	---	9	11	9
South Atlantic	5	203	24	---	7	5	5
Other divisions	11	293	35	---	10	12	13
Under $10,000	32	196	42	21.4	31	12	12
New England	9	54	9	---	9	2	1
Middle Atlantic	12	73	18	---	12	4	3
Other divisions	11	69	17	---	10	6	8
	COAL AND COKE						
COAL AND COKE	520	270,338	27,728	10.3	209	6,969	12,605
$1,000,000 and over	80	191,440	16,865	8.8	2	3,547	7,500
New England	14	60,392	3,782	---	---	745	1,787
Middle Atlantic	15	40,884	3,212	---	2	773	1,553
East North Central	22	66,594	6,495	---	---	1,346	2,959
Other divisions	9	23,570	3,376	---	---	683	1,201
$500,000 - $999,999	44	31,630	3,696	11.7	11	943	1,783
New England	5	3,749	481	---	---	150	188
Middle Atlantic	17	11,303	1,297	---	1	283	612
East North Central	14	10,446	1,273	---	8	373	854
Other divisions	8	8,132	645	---	2	157	329

* Employees and pay roll include paid executivee of corporations but not the number and compensation of proprietors of unincorporated businesees.

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
COAL AND COKE—Con.							
COAL AND COKE—Con.							
$300,000 - $499,999	40	$15,208	$1,906	12.5	6	573	$956
Middle Atlantic	18	5,987	702	---	2	228	351
East North Central	6	2,825	324	---	3	72	162
South Atlantic	6	2,412	169	---	---	45	109
Other divisions	10	3,984	711	---	1	228	334
$200,000 - $299,999	47	11,127	1,738	15.6	5	468	743
Middle Atlantic	17	3,787	545	---	3	135	218
East North Central	13	3,297	526	---	1	151	257
West North Central	6	1,455	254	---	---	69	106
Other divisions	11	2,588	413	---	1	113	162
$100,000 - $199,999	84	11,945	1,874	15.7	34	691	842
New England	6	895	162	---	4	58	72
Middle Atlantic	37	5,366	783	---	12	239	337
East North Central	26	3,513	601	---	12	237	274
South Atlantic	6	870	133	---	8	89	68
Other divisions	9	1,301	195	---	---	68	91
$50,000 - $99,999	68	5,067	867	17.1	47	354	415
Middle Atlantic	24	1,767	289	---	23	99	123
East North Central	23	1,637	326	---	16	132	170
West North Central	7	456	56	---	3	21	30
South Atlantic	6	462	100	---	4	48	45
Other divisions	8	545	96	---	1	54	47
Under $50,000	177	3,921	782	19.9	104	393	368
Middle Atlantic	56	1,255	275	---	40	119	131
East North Central	44	1,003	166	---	18	94	89
West North Central	30	641	130	---	14	74	60
Other divisions	47	1,022	191	---	32	106	86
DRUGS (GENERAL LINE)							
SERVICE WHOLESALERS (Without liquor)	214	251,534	33,369	13.3	24	11,772	19,401
$1,000,000 and over	95	189,255	25,010	13.2	4	6,717	14,540
New England	7	13,407	1,888	---	---	676	1,065
Middle Atlantic	22	55,209	6,983	---	---	2,405	4,242
East North Central	16	35,992	5,021	---	1	1,527	2,517
West North Central	13	21,132	3,043	---	---	1,088	1,668
South Atlantic	10	11,872	1,649	---	2	575	981
West South Central	10	16,555	1,938	---	1	719	1,190
Pacific	9	22,534	2,842	---	---	1,066	1,896
Other divisions	6	12,554	1,646	---	---	659	981
$500,000 - $999,999	55	42,613	5,573	13.1	10	2,022	3,286
New England	6	4,510	600	---	---	218	318
Middle Atlantic	5	4,491	552	---	---	190	331
East North Central	7	5,558	751	---	4	266	421
South Atlantic	16	12,712	1,710	---	5	635	1,007
East South Central	8	6,427	838	---	---	323	515
West South Central	5	3,754	503	---	1	179	322
Other divisions	8	5,161	619	---	---	211	372
$300,000 - $499,999	31	13,183	1,819	13.8	3	634	1,013
South Atlantic	14	5,910	833	---	1	286	469
Other divisions	17	7,273	986	---	2	348	544
$100,000 - $299,999	27	6,253	923	14.8	5	378	536
Middle Atlantic	5	1,176	193	---	2	68	107
West North Central	5	1,051	148	---	3	56	72
South Atlantic	7	1,653	261	---	---	127	164
Other divisions	10	2,373	321	---	---	127	193
Under $100,000	6	230	44	19.1	2	21	26
SERVICE WHOLESALERS (With liquor)	45	72,329	9,971	13.8	8	3,261	5,666
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)							
PROPRIETARY MEDICINES	391	42,176	8,066	19.1	222	2,555	3,948
$200,000 and over	60	26,764	4,614	17.2	27	1,190	2,130
New England	5	4,079	362	---	---	130	188
Middle Atlantic	24	11,380	1,843	---	13	446	830
East North Central	10	3,252	861	---	3	192	369
West South Central	5	1,575	285	---	3	76	138

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)—Con.							
PROPRIETARY MEDICINES—Con.							
$200,000 and over—Con.							
Pacific	5	$2,174	$483	---	4	151	$228
Other divisione	11	4,324	780	---	4	215	379
$100,000 - $199,999	49	8,481	1,171	16.1	28	397	599
Middle Atlantic	17	2,137	327	---	10	92	160
East North Central	10	1,347	229	---	5	78	125
South Atlantic	5	868	178	---	1	65	89
West South Central	6	1,021	134	---	6	67	68
Other divisions	9	1,110	303	---	4	95	157
$50,000 - $99,999	68	4,781	1,062	22.3	30	417	542
Middle Atlantic	21	1,490	334	---	9	110	161
East North Central	16	1,068	248	---	7	134	148
West North Central	10	732	157	---	5	58	75
South Atlantic	8	446	98	---	3	34	49
Other divisions	13	1,025	225	---	8	83	111
Under $50,000	216	4,170	1,219	29.2	159	551	877
New England	6	145	38	---	2	24	24
Middle Atlantic	56	1,092	322	---	31	154	190
East North Central	57	1,177	359	---	32	144	211
West North Central	22	468	143	---	16	77	75
South Atlantic	20	349	110	---	16	54	59
West South Central	17	292	74	---	10	27	28
Pacific	25	485	132	---	21	51	67
Other divisions	13	162	41	---	11	20	23
TOILETRIES	367	45,392	17,278	38.1	160	4,956	7,713
$300,000 and over	35	30,513	12,350	40.5	8	2,922	5,052
Middle Atlantic	22	20,567	6,249	---	8	2,110	3,592
East North Central	8	7,711	3,390	---	---	623	1,116
Other divisions	5	2,235	711	---	---	189	344
$100,000 - $299,999	46	8,027	2,550	31.8	13	1,042	1,314
Middle Atlantic	29	5,117	1,625	---	11	750	901
Pacific	7	1,159	441	---	1	125	170
Other divisions	10	1,751	484	---	1	167	243
$50,000 - $99,999	38	2,648	691	33.8	14	307	524
Middle Atlantic	23	1,573	638	---	9	216	399
East North Central	6	483	133	---	1	40	59
Other divieions	9	592	120	---	4	49	66
$10,000 - $49,999	156	3,748	1,318	35.2	59	586	747
Middle Atlantic	70	1,801	705	---	20	310	420
East North Central	25	543	180	---	11	79	106
West North Central	13	331	110	---	9	81	63
East South Central	7	118	25	---	3	15	14
West South Central	11	299	62	---	5	35	37
Pacific	21	481	184	---	8	63	78
Other divisions	9	175	52	---	3	23	29
Under $10,000	92	456	169	37.1	66	99	76
Middle Atlantic	33	172	71	---	23	51	35
East North Central	18	64	23	---	15	11	12
West North Central	8	37	16	---	4	10	7
West South Central	6	34	5	---	7	2	2
Pacific	21	97	40	---	12	19	17
Other divisions	8	32	14	---	5	6	3
DRUG SPECIALTIES AND SUNDRIES	484	80,385	13,175	21.8	343	2,796	4,399
$300,000 and over	25	36,825	8,830	24.0	9	1,028	2,139
Middle Atlantic	12	8,911	2,964	---	4	668	1,420
East North Central	6	24,241	5,301	---	3	144	393
Other divisions	7	3,873	565	---	2	214	326
$100,000 - $299,999	72	11,281	2,012	17.9	45	756	1,059
Middle Atlantic	31	5,042	915	---	18	311	482
East North Central	11	1,598	287	---	5	80	145
South Atlantic	7	1,296	253	---	5	153	154
West South Central	7	1,025	185	---	4	65	91
Pacific	9	1,146	207	---	6	68	109
Other divieions	7	1,154	185	---	7	61	76
$50,000 - $99,999	94	6,566	1,131	17.2	66	445	588
New England	5	330	76	---	2	28	41
Middle Atlantic	31	2,241	418	---	21	159	210
East North Central	15	1,126	188	---	10	68	97

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)—Con.						
DRUG SPECIALTIES AND SUNDRIES—Con.							
$50,000 - $99,999—Con.							
South Atlantic	12	$806	$109	---	10	55	$48
East South Central	6	385	43	---	7	21	18
West South Central	10	666	99	---	7	50	49
Pacific	9	623	128	---	7	41	86
Other divisions	6	389	70	---	2	27	39
$10,000 - $49,999	209	5,248	1,079	20.6	161	502	556
New England	4	92	21	---	---	13	11
Middle Atlantic	64	1,583	369	---	43	169	190
East North Central	34	735	148	---	26	71	83
West North Central	19	495	86	---	13	32	33
South Atlantic	20	553	100	---	13	54	67
East South Central	15	442	90	---	9	47	56
West South Central	27	712	120	---	26	58	55
Mountain	5	137	24	---	4	10	10
Pacific	21	499	121	---	27	48	51
Under $10,000	84	485	123	25.4	62	67	57
Middle Atlantic	22	131	28	---	17	12	10
East North Central	16	94	36	---	7	22	21
South Atlantic	12	64	17	---	7	15	12
East South Central	5	38	7	---	3	3	4
West South Central	10	60	13	---	8	5	3
Pacific	10	52	17	---	12	8	6
Other divisions	9	46	5	---	8	2	1
	DRY GOODS (GENERAL LINE)						
DRY GOODS (General line)	217	204,037	30,945	15.2	118	10,989	17,885
$1,000,000 and over	43	146,164	21,513	14.7	8	7,621	12,780
Middle Atlantic	5	13,737	1,971	---	---	671	1,287
East North Central	9	33,238	5,186	---	3	2,084	2,907
South Atlantic	8	14,773	2,212	---	2	753	1,390
East South Central	6	10,966	1,592	---	3	573	922
West South Central	9	15,119	2,478	---	---	815	1,421
Other divisions	6	58,331	8,074	---	---	2,725	4,853
$500,000 - $999,999	43	31,869	5,405	17.0	15	1,974	3,048
Middle Atlantic	7	5,109	927	---	2	340	488
West North Central	7	5,923	976	---	1	443	614
South Atlantic	8	5,795	886	---	5	304	509
East South Central	5	3,687	629	---	---	188	364
West South Central	5	3,594	713	---	---	265	342
Other divisions	11	7,761	1,274	---	7	434	731
$300,000 - $499,999	25	10,177	1,467	14.4	13	485	826
East South Central	11	4,545	618	---	12	218	340
Other divisions	14	5,632	849	---	1	267	486
$200,000 - $299,999	31	7,794	1,240	15.9	20	448	599
Middle Atlantic	6	1,363	248	---	2	96	121
South Atlantic	13	3,221	463	---	10	169	229
Other divisions	12	3,210	531	---	8	183	249
$100,000 - $199,999	42	6,129	1,009	16.5	35	341	503
Middle Atlantic	11	1,610	259	---	8	91	134
West North Central	5	771	193	---	1	74	70
South Atlantic	11	1,644	210	---	16	56	107
East South Central	5	740	141	---	1	52	84
Other divisions	10	1,364	206	---	9	68	108
Under $100,000	33	1,904	311	16.3	27	120	129
Middle Atlantic	6	395	54	---	6	18	19
South Atlantic	11	675	103	---	15	48	44
Other divisions	16	834	154	---	6	54	66
	DRY GOODS (SPECIALTY LINES)						
HOSIERY AND LINGERIE	404	84,461	9,174	10.9	351	2,404	4,491
$500,000 and over	44	43,104	4,147	9.8	36	831	2,090
Middle Atlantic	38	38,250	3,744	---	29	733	1,875
Other divisions	6	4,854	403	---	7	98	215
$200,000 - $499,999	78	24,732	2,885	11.7	55	849	1,506
Middle Atlantic	52	17,104	1,766	---	48	546	903
East North Central	13	3,792	589	---	5	147	316
Other divisions	13	3,836	530	---	2	156	287

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	DRY GOODS (SPECIALTY LINES)—Con.						
HOSIERY AND LINGERIE—Con.							
$100,000 - $199,999	55	$7,847	$914	11.6	47	298	$423
Middle Atlantic	32	4,480	507	---	35	172	224
East North Central	6	794	79	---	3	24	45
East South Central	5	748	89	---	4	22	23
Pacific	5	839	123	---	2	38	83
Other divisions	7	986	116	---	3	42	48
$50,000 - $99,999	76	5,473	752	13.7	72	248	300
Middle Atlantic	41	2,984	467	---	43	156	191
East North Central	15	1,055	122	---	13	43	50
South Atlantic	5	363	34	---	5	9	13
Pacific	6	433	56	---	3	17	26
Other divisions	9	638	73	---	8	21	20
$10,000 - $49,999	122	3,139	444	14.1	115	170	163
New England	5	142	17	---	2	4	6
Middle Atlantic	78	2,031	305	---	78	111	106
East North Central	13	304	37	---	11	18	17
South Atlantic	10	251	30	---	9	11	13
East South Central	4	68	6	---	6	5	4
West South Central	5	151	9	---	2	6	3
Pacific	7	192	40	---	7	15	14
Under $10,000	29	166	32	19.3	26	10	9
Middle Atlantic	16	94	21	---	15	6	5
East North Central	5	30	4	---	3	3	3
Other divisions	8	42	7	---	8	1	1
NOTIONS	861	92,549	17,704	19.1	668	6,143	9,944
$500,000 and over	31	30,856	5,787	18.8	8	1,729	3,447
$300,000 - $499,999	36	14,229	2,981	21.0	17	914	1,675
Middle Atlantic	29	11,648	2,366	---	16	729	1,339
Other divisions	7	2,581	615	---	1	185	336
$200,000 - $299,999	46	11,007	1,916	17.4	30	631	1,066
Middle Atlantic	36	8,677	1,573	---	25	512	849
East North Central	5	1,155	168	---	4	57	100
Other divisions	5	1,175	175	---	1	62	117
$100,000 - $199,999	101	14,252	2,597	18.2	64	1,002	1,495
New England	5	702	172	---	2	94	103
Middle Atlantic	73	10,424	1,873	---	50	672	1,077
East North Central	9	1,365	181	---	4	67	107
Pacific	7	862	147	---	4	61	79
Other divisions	7	899	224	---	4	108	129
$50,000 - $99,999	170	12,136	2,473	20.4	113	958	1,345
New England	8	599	128	---	4	35	50
Middle Atlantic	123	8,706	1,906	---	85	753	1,066
East North Central	18	1,362	181	---	9	76	109
West South Central	7	536	71	---	4	25	33
Pacific	9	628	137	---	6	49	70
Other divisions	5	305	50	---	5	20	17
$10,000 - $49,999	353	9,317	1,776	19.1	312	834	865
New England	14	359	59	---	13	26	23
Middle Atlantic	224	6,073	1,188	---	200	586	628
East North Central	41	1,032	187	---	36	80	80
West North Central	12	265	43	---	11	21	14
South Atlantic	13	349	55	---	11	21	20
West South Central	10	222	37	---	8	17	16
Pacific	31	776	167	---	28	68	67
Other divisions	8	241	40	---	5	15	17
Under $10,000	124	752	174	23.1	124	75	51
Middle Atlantic	81	495	125	---	83	53	38
East North Central	18	113	28	---	18	12	9
West North Central	5	33	6	---	4	3	1
Pacific	7	50	8	---	7	5	3
Other divisions	13	61	7	---	12	2	(1)
PIECE GOODS:							
GENERAL LINE	46	13,769	2,094	15.2	43	569	1,092
COTTON	282	54,752	8,329	11.6	221	1,588	3,008
$1,000,000 and over	7	10,638	717	6.7	11	185	331
Middle Atlantic	7	10,638	717	---	11	165	331

* Employees and pay roll includes paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
1 Less than $1,000.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	DRY GOODS (SPECIALTY LINES)—Con.						
PIECE GOODS—Con.							
COTTON—Con.							
$500,000 - $999,999	25	$17,547	$1,998	11.4	15	448	$962
Middle Atlantic	17	12,207	1,425	---	9	300	668
Other divisions	8	5,340	573	---	6	148	296
$300,000 - $499,999	25	9,161	1,178	12.9	12	255	586
Middle Atlantic	19	7,087	913	---	11	187	467
Other divisions	6	2,074	265	---	1	68	119
$200,000 - $299,999	21	5,179	771	14.9	13	183	395
Middle Atlantic	17	4,114	602	---	11	128	277
Other divisions	4	1,065	169	---	2	55	118
$100,000 - $199,999	44	6,176	791	12.8	35	258	372
Middle Atlantic	32	4,528	526	---	30	169	227
Other divisions	12	1,648	265	---	5	89	145
$50,000 - $99,999	48	3,517	491	14.0	41	134	198
Middle Atlantic	36	2,628	321	---	32	94	144
Other divisions	12	889	170	---	9	40	54
$10,000 - $49,999	86	2,366	361	15.3	71	136	157
Middle Atlantic	69	1,872	281	---	56	98	121
Other divisions	17	494	80	---	15	38	36
Under $10,000	26	168	22	13.1	23	9	7
Middle Atlantic	20	133	15	---	18	6	5
Other divisions	6	35	7	---	5	3	2
SILK, LINEN, RAYON, AND VELVET	366	78,148	7,812	10.0	268	1,921	3,901
$1,000,000 and over	17	28,249	1,947	6.9	10	469	1,079
Middle Atlantic	17	28,249	1,947	---	10	469	1,079
$500,000 - $999,999	28	19,893	1,757	8.8	10	355	851
$300,000 - $499,999	20	7,894	811	10.3	11	199	398
$200,000 - $299,999	26	6,390	882	13.8	11	201	443
Middle Atlantic	21	5,119	665	---	11	160	319
Other divisions	5	1,271	217	---	---	41	124
$100,000 - $199,999	57	7,994	1,242	15.5	36	329	624
Middle Atlantic	48	6,603	1,056	---	30	283	525
Other divisions	9	1,391	186	---	6	46	99
$50,000 - $99,999	59	4,255	661	15.5	46	182	288
Middle Atlantic	43	3,093	488	---	31	131	228
Pacific	8	629	89	---	9	26	31
Other divisions	8	533	84	---	6	25	29
$10,000 - $49,999	123	3,234	471	14.6	106	175	205
Middle Atlantic	96	2,618	355	---	87	124	152
East North Central	7	133	29	---	5	16	15
Pacific	11	307	45	---	8	16	16
Other divisions	9	176	42	---	6	19	22
Under $10,000	36	239	41	17.2	38	11	13
Middle Atlantic	32	207	37	---	34	9	12
Other divisions	4	32	4	---	4	2	1
WOOLEN AND WORSTED	348	89,046	9,631	10.8	270	2,085	4,168
$1,000,000 and over	17	38,555	2,942	7.6	18	483	1,303
$500,000 - $999,999	27	19,291	1,987	10.3	16	428	739
Middle Atlantic	21	15,540	1,524	---	13	341	528
Other divisions	6	3,751	463	---	3	87	211
$300,000 - $499,999	21	7,719	1,097	14.2	11	255	577
Middle Atlantic	13	4,869	744	---	7	176	413
Other divisions	8	2,850	353	---	4	79	164
$200,000 - $299,999	29	7,162	1,015	14.2	17	241	456
Middle Atlantic	17	4,453	607	---	10	153	313
Other divisions	12	2,709	408	---	7	88	143
PIECE GOODS—Con.							
WOOLEN AND WORSTED—Con.							
$100,000 - $199,999	59	$8,323	$1,315	15.8	43	347	$570
Middle Atlantic	37	5,478	686	---	32	206	319
East North Central	8	1,024	202	---	7	46	74
Pacific	8	1,046	305	---	1	64	123
Other divisions	6	775	122	---	3	31	54
$50,000 - $99,999	69	5,196	811	15.6	58	190	343
New England	8	644	88	---	8	15	34
Middle Atlantic	37	2,757	419	---	37	104	158
East North Central	10	772	151	---	4	35	81
Pacific	7	566	95	---	4	20	44
Other divisions	7	457	58	---	5	16	26
$10,000 - $49,999	98	2,632	423	16.1	80	131	171
New England	8	209	30	---	6	13	19
Middle Atlantic	68	1,768	261	---	60	80	98
East North Central	9	265	58	---	3	16	24
Pacific	8	220	38	---	6	9	17
Other divisions	5	170	36	---	5	13	13
Under $10,000	28	168	41	24.4	27	10	9
Middle Atlantic	19	116	25	---	20	4	4
Other divisions	9	52	16	---	7	6	5
OTHER	309	37,212	5,574	15.0	234	1,577	2,827
$1,000,000 and over	4	6,054	736	12.2	2	189	425
$500,000 - $999,999	11	6,664	1,043	15.7	9	293	555
$300,000 - $499,999	23	9,295	1,172	12.6	15	267	596
Middle Atlantic	17	6,656	868	---	9	197	456
Other divisions	6	2,639	304	---	6	70	140
$200,000 - $299,999	13	3,065	439	14.3	11	114	191
Middle Atlantic	8	1,891	298	---	7	76	124
Other divisions	5	1,174	141	---	4	38	67
$100,000 - $199,999	37	5,119	909	17.8	21	260	461
Middle Atlantic	25	3,514	622	---	19	162	318
East North Central	5	582	131	---	---	40	65
Other divisions	7	1,023	156	---	2	58	78
$50,000 - $99,999	50	3,461	638	18.4	33	195	317
Middle Atlantic	26	1,811	343	---	18	91	155
East North Central	13	904	188	---	6	70	103
Other divisions	11	746	107	---	9	34	59
$10,000 - $49,999	129	3,281	576	17.6	103	241	268
New England	9	257	59	---	4	27	33
Middle Atlantic	82	2,056	352	---	60	147	163
East North Central	16	416	74	---	20	26	28
Pacific	14	349	56	---	11	17	24
Other divisions	8	203	35	---	8	24	20
Under $10,000	42	273	61	22.3	40	18	14
Middle Atlantic	31	190	40	---	29	9	7
Other divisions	11	83	21	---	11	9	7
OTHER DRY GOODS SPECIALTIES	295	29,656	4,666	15.7	263	1,504	2,329
$200,000 and over	32	16,559	2,350	14.2	26	658	1,242
Middle Atlantic	22	11,735	1,692	---	19	429	895
Other divisions	10	4,824	658	---	7	229	347
$100,000 - $199,999	42	6,078	1,059	17.4	30	392	521
Middle Atlantic	23	3,283	509	---	17	188	260
East North Central	7	948	179	---	4	51	87
South Atlantic	5	767	142	---	5	41	54
Other divisions	7	1,080	229	---	4	112	120
$50,000 - $99,999	48	3,223	517	16.0	41	185	260
New England	5	279	39	---	3	9	17
Middle Atlantic	23	1,576	249	---	21	90	147
East North Central	8	581	118	---	7	36	43
Other divisions	12	787	111	---	10	50	53

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
DRY GOODS (SPECIALTY LINES)—Con.							
OTHER DRY GOODS SPECIALTIES—Con.							
$10,000 - $49,999	134	$3,543	$686	19.4	128	256	$294
Middle Atlantic	82	2,103	411	---	78	146	176
East North Central	13	376	69	---	16	19	27
South Atlantic	11	329	60	---	11	31	28
Pacific	12	288	71	---	7	24	29
Other divisions	16	447	75	---	18	36	34
Under $10,000	39	253	54	21.3	38	13	12
Middle Atlantic	23	138	29	---	24	8	7
Other divisions	16	115	25	---	14	5	5
ELECTRICAL GOODS							
ELECTRICAL MERCHANDISE (General line)	452	294,966	39,489	13.4	49	11,576	23,234
$1,000,000 and over	84	146,816	19,694	13.4	3	5,858	12,259
Middle Atlantic	18	33,470	4,429	---	---	1,314	2,914
East North Central	20	40,000	5,205	---	---	1,556	3,300
West North Central	11	18,225	2,514	---	---	717	1,568
South Atlantic	10	13,783	1,608	---	3	515	979
West South Central	7	8,837	1,463	---	---	506	888
Pacific	11	20,057	2,841	---	---	811	1,729
Other divisions	7	12,444	1,634	---	---	439	881
$500,000 - $999,999	113	79,138	10,331	13.1	6	2,987	5,923
New England	5	3,093	511	---	---	156	284
Middle Atlantic	18	13,931	2,089	---	1	608	1,233
East North Central	25	16,979	2,378	---	---	632	1,430
West North Central	13	8,482	1,033	---	---	302	539
South Atlantic	17	11,314	1,388	---	1	421	824
East South Central	10	6,935	790	---	2	220	403
West South Central	10	7,557	913	---	---	271	502
Mountain	5	3,978	411	---	---	118	243
Pacific	10	6,887	818	---	2	239	465
$300,000 - $499,999	116	45,295	5,914	13.1	5	1,685	3,217
New England	11	3,851	392	---	---	117	212
Middle Atlantic	22	8,841	1,190	---	2	354	642
East North Central	23	9,276	1,340	---	---	385	770
West North Central	13	5,361	760	---	2	193	375
South Atlantic	19	7,337	849	---	---	268	507
East South Central	7	2,658	319	---	---	74	146
West South Central	7	3,048	261	---	---	70	136
Mountain	5	1,942	235	---	1	62	130
Pacific	9	3,181	568	---	---	142	299
$200,000 - $299,999	51	12,439	1,753	14.1	13	525	905
New England	8	1,390	150	---	3	42	83
Middle Atlantic	8	1,939	298	---	5	107	166
East North Central	14	3,325	488	---	1	144	269
South Atlantic	8	1,566	216	---	1	84	97
Pacific	6	1,564	187	---	2	50	98
Other divisions	11	2,655	414	---	1	118	192
$100,000 - $199,999	67	10,011	1,579	15.8	17	492	818
New England	9	1,296	207	---	1	48	106
Middle Atlantic	21	2,953	522	---	8	177	293
East North Central	10	1,630	266	---	1	89	138
South Atlantic	9	1,241	177	---	5	51	77
West South Central	5	800	89	---	---	24	44
Pacific	8	955	130	---	3	39	69
Other divisions	7	1,136	188	---	1	64	91
Under $100,000	21	1,289	218	17.2	5	69	112
Middle Atlantic	5	345	61	---	---	20	35
Other divisions	16	924	157	---	5	49	77
APPARATUS AND EQUIPMENT	205	23,401	5,379	23.0	123	1,889	3,053
$100,000 and over	46	17,429	3,558	20.4	17	959	2,049
Middle Atlantic	13	2,237	603	---	3	195	365
East North Central	15	9,780	1,850	---	8	409	1,063
West North Central	9	2,343	319	---	8	88	173
Other divisions	9	3,089	786	---	---	287	448
$50,000 - $99,999	49	3,420	1,061	31.0	25	385	585
Middle Atlantic	15	1,110	348	---	10	125	210
East North Central	15	1,065	354	---	2	123	177
South Atlantic	5	357	82	---	5	35	47
Pacific	8	415	132	---	2	43	68
Other divisions	8	473	145	---	8	59	83

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
ELECTRICAL GOODS—Con.							
APPARATUS AND EQUIPMENT—Con.							
$10,000 - $49,999	90	$2,437	$724	29.7	64	304	$401
Middle Atlantic	28	759	221	---	23	78	111
East North Central	18	530	155	---	12	69	91
West North Central	14	342	114	---	8	56	69
Pacific	18	522	146	---	15	60	79
Other divisions	12	284	88	---	8	41	51
Under $10,000	20	115	36	31.3	17	21	18
Middle Atlantic	9	46	14	---	8	7	8
Other divisions	11	69	22	---	9	14	10
WIRING SUPPLIES AND CONSTRUCTION MATERIALS	942	124,991	21,899	17.5	555	6,996	11,920
$500,000 and over	33	30,164	4,628	15.3	9	1,289	2,659
Middle Atlantic	13	10,667	1,950	---	8	553	1,144
East North Central	5	6,311	1,018	---	---	257	566
Pacific	5	3,138	576	---	1	166	359
Other divisions	10	10,050	1,084	---	---	313	590
$300,000 - $499,999	60	22,519	4,003	17.8	12	1,149	2,276
Middle Atlantic	23	8,430	1,471	---	5	457	896
East North Central	14	5,191	1,092	---	---	274	593
West North Central	8	2,220	420	---	---	122	247
South Atlantic	6	2,429	373	---	---	107	195
West South Central	5	1,950	343	---	---	109	188
Pacific	6	2,299	304	---	7	80	157
$200,000 - $299,999	80	19,910	3,294	16.5	40	1,001	1,784
New England	8	2,004	335	---	2	99	186
Middle Atlantic	18	3,918	714	---	8	249	419
East North Central	23	5,954	1,047	---	14	303	561
South Atlantic	6	1,452	211	---	2	63	98
West South Central	8	1,886	225	---	6	76	112
Pacific	12	2,984	485	---	6	148	282
Other divisions	7	1,712	277	---	2	63	126
$100,000 - $199,999	193	27,337	5,029	18.4	103	1,626	2,712
New England	13	1,649	340	---	3	99	192
Middle Atlantic	88	9,610	1,808	---	37	584	962
East North Central	35	4,990	943	---	12	297	497
West North Central	9	1,281	198	---	9	63	101
South Atlantic	28	3,687	664	---	8	235	390
West South Central	8	1,197	210	---	6	70	108
Pacific	24	3,509	626	---	22	204	332
Other divisions	10	1,414	240	---	6	74	130
$50,000 - $99,999	245	17,503	3,354	19.2	148	1,260	1,712
New England	14	977	205	---	5	70	100
Middle Atlantic	109	7,520	1,509	---	71	540	766
East North Central	50	3,762	747	---	28	272	360
West North Central	10	784	136	---	6	56	70
South Atlantic	19	1,337	228	---	7	90	114
East South Central	4	341	90	---	---	37	53
West South Central	8	636	89	---	5	42	52
Mountain	6	430	61	---	4	23	31
Pacific	25	1,718	289	---	22	130	166
$10,000 - $49,999	264	7,156	1,493	20.9	185	625	744
New England	33	938	230	---	17	96	133
Middle Atlantic	109	3,011	807	---	75	259	293
East North Central	46	1,223	268	---	36	106	123
West North Central	12	281	88	---	6	40	50
South Atlantic	20	573	109	---	14	43	42
West South Central	8	189	20	---	8	14	10
Pacific	28	702	132	---	24	46	66
Other divisions	8	241	81	---	5	21	27
Under $10,000	67	402	98	24.4	58	46	33
Middle Atlantic	25	148	37	---	24	18	13
East North Central	20	104	28	---	15	15	11
West North Central	6	40	7	---	7	4	1
Pacific	8	62	12	---	7	3	2
Other divisions	8	48	14	---	5	6	8
RADIOS AND EQUIPMENT	658	111,278	21,178	19.0	431	6,042	10,759
$1,000,000 and over	22	40,398	7,570	18.7	1	1,905	3,970
Middle Atlantic	9	18,338	3,000	---	1	791	1,695
East North Central	8	10,118	2,143	---	---	502	988
Other divisions	7	11,942	2,427	---	---	612	1,289

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	ELECTRICAL GOODS—Con.						
RADIOS AND EQUIPMENT—Con.							
$500,000 - $999,999	32	$21,514	$3,404	15.8	4	825	$1,686
East North Central	11	7,023	1,265	---	1	302	631
South Atlantic	5	3,172	396	---	---	95	200
Other divisions	16	11,319	1,743	---	3	428	855
$300,000 - $499,999	38	14,445	2,942	20.4	8	783	1,465
Middle Atlantic	10	3,846	827	---	---	241	483
East North Central	7	2,871	541	---	3	163	252
Pacific	7	2,533	497	---	3	142	249
Other divisions	14	5,195	1,077	---	2	237	481
$200,000 - $299,999	42	10,196	1,870	18.3	19	493	924
Middle Atlantic	13	3,049	528	---	5	128	273
East North Central	11	2,616	551	---	4	138	294
Other divisions	18	4,531	791	---	10	227	357
$100,000 - $199,999	70	9,970	2,071	20.8	34	683	1,075
New England	8	1,239	249	---	5	75	118
Middle Atlantic	18	2,665	525	---	7	189	283
East North Central	9	1,216	245	---	1	68	132
South Atlantic	6	700	156	---	5	50	77
West South Central	5	683	133	---	4	45	65
Pacific	15	2,226	490	---	6	166	272
Other divisions	9	1,241	273	---	6	90	128
$50,000 - $99,999	102	6,987	1,430	20.5	74	529	717
New England	8	571	138	---	5	58	79
Middle Atlantic	16	1,069	244	---	10	76	102
East North Central	29	1,951	375	---	20	133	203
West North Central	10	661	132	---	7	59	73
South Atlantic	9	671	99	---	9	33	37
East South Central	4	276	51	---	3	26	35
West South Central	14	940	221	---	8	85	115
Pacific	12	848	170	---	12	59	73
$10,000 - $49,999	281	7,264	1,753	24.1	225	761	870
New England	21	510	138	---	14	56	59
Middle Atlantic	48	1,251	332	---	41	123	158
East North Central	80	2,064	477	---	61	204	241
West North Central	30	764	187	---	30	106	93
South Atlantic	37	1,061	256	---	26	107	134
East South Central	10	258	50	---	6	24	29
West South Central	19	419	90	---	16	44	44
Mountain	7	203	62	---	3	31	35
Pacific	29	734	161	---	28	66	77
Under $10,000	71	506	138	27.3	66	63	52
New England	5	37	10	---	6	5	3
Middle Atlantic	19	173	51	---	20	21	18
East North Central	20	129	32	---	18	16	17
West North Central	9	60	17	---	8	8	8
West South Central	5	35	10	---	5	5	3
Pacific	8	40	7	---	6	3	1
Other divisions	5	32	11	---	3	5	2
REFRIGERATORS AND EQUIPMENT (Household)	159	118,018	20,116	17.0	53	4,814	10,653
ALL OTHER	620	105,220	21,162	20.1	322	6,360	11,197
$1,000,000 and over	12	18,711	3,277	17.5	2	818	1,719
Middle Atlantic	5	7,712	1,378	---	---	374	848
Other divisions	7	10,999	1,899	---	2	444	871
$500,000 - $999,999	34	24,270	4,241	17.5	6	1,110	2,293
Middle Atlantic	9	6,052	1,134	---	3	342	655
East North Central	9	6,804	1,162	---	---	287	616
South Atlantic	5	3,966	676	---	---	167	363
Other divisions	11	7,468	1,269	---	3	314	859
$300,000 - $499,999	51	19,955	3,945	19.8	8	1,215	2,158
New England	8	2,355	518	---	2	182	313
Middle Atlantic	12	4,504	898	---	2	272	467
East North Central	8	3,057	633	---	3	256	382
South Atlantic	5	1,998	402	---	---	105	218
West South Central	8	2,530	508	---	---	157	281
Pacific	8	2,334	395	---	---	83	212
Other divisions	8	3,177	591	---	1	180	307
ALL OTHER—Con.							
$200,000 - $299,999	53	$13,117	$2,704	20.6	8	742	$1,427
Middle Atlantic	11	2,555	609	---	1	168	347
East North Central	11	2,615	532	---	3	147	257
South Atlantic	6	1,499	311	---	---	93	171
Pacific	8	2,071	389	---	2	96	202
Other divisions	17	4,377	863	---	2	238	450
$100,000 - $199,999	107	14,757	3,414	23.1	48	1,103	1,759
New England	10	1,288	275	---	1	91	151
Middle Atlantic	31	4,208	989	---	14	304	492
East North Central	26	3,490	939	---	13	309	503
West North Central	12	1,778	361	---	7	108	163
South Atlantic	7	894	182	---	2	62	102
West South Central	7	1,101	190	---	5	69	96
Pacific	7	910	241	---	6	75	129
Other divisions	7	1,088	237	---	---	85	123
$50,000 - $99,999	119	8,814	2,061	23.4	60	721	1,088
New England	22	1,652	306	---	7	96	138
Middle Atlantic	32	2,219	584	---	16	210	342
East North Central	32	2,464	629	---	15	225	352
West North Central	5	413	90	---	3	26	39
South Atlantic	7	543	112	---	2	40	59
East South Central	5	384	81	---	4	27	38
Pacific	9	589	138	---	9	48	57
Other divisions	7	550	121	---	4	49	85
$10,000 - $49,999	190	5,297	1,395	26.3	154	592	682
New England	15	524	153	---	8	59	77
Middle Atlantic	49	1,346	366	---	39	170	192
East North Central	52	1,361	352	---	42	142	171
West North Central	26	684	171	---	19	87	88
South Atlantic	13	397	79	---	11	28	31
East South Central	4	121	23	---	3	12	9
West South Central	8	228	79	---	9	34	39
Mountain	6	201	45	---	6	15	20
Pacific	17	435	127	---	17	45	55
Under $10,000	54	299	125	41.8	36	59	71
Middle Atlantic	16	109	40	---	14	16	18
East North Central	14	67	26	---	9	17	14
South Atlantic	6	29	14	---	1	8	10
Pacific	9	48	25	---	5	14	17
Other divisions	9	46	20	---	7	4	12
	FARM PRODUCTS—RAW MATERIALS						
COTTON	133	181,956	12,577	6.9	119	1,820	3,250
$1,000,000 and over	40	150,343	9,492	6.3	39	970	2,196
South Atlantic	13	37,027	2,497	---	12	334	782
East South Central	14	74,865	4,954	---	21	463	978
West South Central	7	16,692	1,022	---	3	81	138
Other divisions	6	21,759	1,019	---	3	92	298
$500,000 - $999,999	28	20,088	2,099	10.4	23	398	708
South Atlantic	9	6,481	496	---	6	66	77
East South Central	7	4,461	229	---	11	48	74
Other divisions	12	9,146	1,374	---	6	284	557
$300,000 - $499,999	12	4,413	308	7.0	15	52	97
East South Central	6	2,301	162	---	6	28	51
Other divisions	6	2,112	146	---	9	24	46
$100,000 - $299,999	31	6,129	534	8.7	25	124	164
South Atlantic	13	2,677	148	---	9	51	54
East South Central	6	1,226	111	---	7	29	23
West South Central	5	1,061	114	---	4	27	42
Other divisions	7	1,165	161	---	5	17	45
Under $100,000	22	983	144	14.6	17	76	85
South Atlantic	8	357	59	---	5	39	40
East South Central	6	295	48	---	5	22	28
Other divisions	8	331	37	---	7	15	17
GRAINS	373	452,464	24,120	5.3	197	4,785	8,296
$1,000,000 and over	89	389,579	18,122	4.7	3	2,883	5,859
East North Central	12	77,166	4,061	---	---	603	1,211
West North Central	51	238,787	11,132	---	2	1,636	3,330

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	FARM PRODUCTS—RAW MATERIALS—Con.						
GRAINS—Con.							
$1,000,000 and over—Con.							
West South Central	10	$27,566	$1,064	---	---	288	$426
Pacific	8	23,452	838	---	---	176	476
Other divisions	8	22,608	1,027	---	1	180	416
$500,000 - $999,999	37	27,101	1,993	7.4	5	495	767
West North Central	19	14,026	950	---	1	232	369
Other divisions	18	13,075	1,043	---	4	263	398
$300,000 - $499,999	37	14,441	1,421	9.8	18	391	516
East North Central	6	2,321	117	---	1	49	61
West North Central	10	3,759	449	---	6	111	164
West South Central	5	1,966	189	---	4	83	77
Pacific	9	3,621	222	---	3	69	94
Other divisions	7	2,774	444	---	4	79	120
$200,000 - $299,999	26	6,378	805	12.6	8	270	340
East North Central	6	1,630	171	---	3	59	75
West North Central	5	1,150	111	---	2	26	35
Other divisions	15	3,598	523	---	3	185	230
$100,000 - $199,999	61	9,288	1,033	11.1	47	367	452
Middle Atlantic	6	851	127	---	7	36	50
East North Central	15	2,477	250	---	7	97	109
West North Central	14	2,160	198	---	12	70	82
South Atlantic	5	690	75	---	4	28	33
West South Central	6	970	150	---	4	62	85
Pacific	7	978	131	---	8	37	52
Other divisions	8	1,162	102	---	5	37	41
$50,000 - $99,999	56	3,872	500	12.9	49	217	239
Middle Atlantic	8	529	73	---	7	35	39
East North Central	12	816	104	---	9	48	45
West North Central	15	1,035	108	---	17	45	58
South Atlantic	6	427	75	---	5	29	33
West South Central	8	552	55	---	7	26	18
Other divisions	7	513	85	---	4	34	46
Under $50,000	67	1,805	246	13.6	67	162	123
Middle Atlantic	9	260	27	---	14	15	15
East North Central	12	261	36	---	13	28	22
West North Central	12	320	31	---	16	22	19
South Atlantic	8	185	33	---	6	17	14
West South Central	15	451	59	---	9	50	31
Other divisions	11	328	60	---	9	30	22
HIDES, SKINS, AND RAW FURS	609	158,206	12,779	8.1	486	3,270	5,633
$500,000 and over	65	92,690	5,870	6.3	24	1,196	2,589
Middle Atlantic	32	33,888	2,503	---	16	317	1,040
East North Central	13	33,782	1,434	---	5	350	622
West North Central	5	5,368	377	---	---	111	212
Pacific	6	9,904	688	---	---	208	439
Other divisions	9	9,748	868	---	3	210	276
$300,000 - $499,999	53	20,150	1,909	9.5	37	463	837
Middle Atlantic	31	11,958	995	---	21	159	445
East North Central	6	2,124	185	---	6	67	93
Other divisions	16	6,068	729	---	10	237	299
$200,000 - $299,999	66	16,550	1,739	10.5	45	530	842
Middle Atlantic	33	8,032	684	---	29	127	271
East North Central	5	1,316	126	---	4	46	62
West North Central	8	2,043	450	---	5	129	252
Mountain	7	1,735	139	---	1	90	81
Pacific	6	1,575	175	---	1	60	105
Other divisions	7	1,849	165	---	5	78	71
$100,000 - $199,999	115	16,531	1,616	11.0	82	554	762
Middle Atlantic	54	7,810	719	---	33	147	315
East North Central	12	1,835	233	---	14	56	77
West North Central	17	2,476	344	---	12	145	166
West South Central	11	1,457	164	---	6	75	68
Mountain	9	1,133	158	---	8	54	61
Other divisions	12	1,820	198	---	9	77	75
$50,000 - $99,999	119	6,624	939	10.9	119	345	398
Middle Atlantic	57	4,137	408	---	51	64	164
East North Central	10	689	61	---	15	30	32
West North Central	18	1,276	185	---	22	67	76
West South Central	11	806	85	---	8	73	45
Mountain	10	728	102	---	6	54	40

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	FARM PRODUCTS—RAW MATERIALS—Con.						
HIDES, SKINS, AND RAW FURS—Con.							
$50,000 - $99,999—Con.							
Pacific	6	$444	$46	---	9	9	$15
Other divisions	7	544	52	---	8	28	26
$10,000 - $49,999	132	3,354	449	13.4	125	160	187
New England	5	171	20	---	3	7	12
Middle Atlantic	65	1,669	231	---	53	57	92
East North Central	26	606	72	---	27	40	35
West North Central	8	149	32	---	11	9	8
South Atlantic	8	165	26	---	9	14	9
Pacific	10	326	35	---	11	9	14
Other divisions	10	268	33	---	11	24	17
Under $10,000	59	307	57	18.6	54	22	18
New England	5	27	5	---	3	2	1
Middle Atlantic	23	109	25	---	25	7	8
East North Central	14	81	10	---	16	6	1
West North Central	7	41	11	---	3	5	6
Other divisions	10	49	6	---	7	2	2
HORSES AND MULES	26	6,992	329	4.7	31	118	100
LIVESTOCK	105	8,253	1,041	12.6	102	370	328
TOBACCO (Leaf)	144	62,169	9,124	14.7	94	5,752	4,830
WOOL AND MOHAIR	153	179,634	11,876	6.6	139	1,306	4,089
ALL OTHER	221	63,737	6,816	10.7	168	2,411	2,512
$500,000 and over	33	43,162	3,814	8.8	18	843	1,272
Middle Atlantic	10	15,091	1,585	---	4	113	439
South Atlantic	7	8,985	927	---	5	486	378
Pacific	5	5,149	563	---	5	55	163
Other divisions	11	13,937	739	---	4	189	292
$300,000 - $499,999	24	8,961	1,228	13.7	12	601	452
South Atlantic	7	2,574	289	---	1	319	144
Pacific	5	1,934	221	---	2	68	89
Other divisions	12	4,453	718	---	9	214	219
$200,000 - $299,999	11	2,676	418	15.6	4	189	195
$100,000 - $199,999	31	4,551	612	13.4	19	417	253
West North Central	7	1,109	161	---	3	67	69
Pacific	5	713	92	---	6	38	36
Other divisions	19	2,729	359	---	10	312	148
$50,000 - $99,999	38	2,610	398	15.2	25	198	188
Middle Atlantic	11	710	138	---	6	81	57
East North Central	10	760	104	---	7	36	49
West North Central	6	433	58	---	4	32	32
Other divisions	11	707	98	---	8	49	50
Under $50,000	84	1,775	346	19.5	90	163	152
Middle Atlantic	21	311	77	---	19	37	42
East North Central	18	406	55	---	24	28	23
West North Central	10	223	27	---	9	14	12
South Atlantic	11	227	47	---	8	21	18
Mountain	5	153	33	---	2	13	14
Pacific	10	253	67	---	21	18	20
Other divisions	9	202	40	---	7	32	23
	FARM PRODUCTS—CONSUMER GOODS						
DAIRY PRODUCTS	1,977	465,744	108347	23.3	1,172	32,520	53,935
$1,000,000 and over	87	190,686	36,617	19.2	14	9,336	18,984
Middle Atlantic	50	110,482	20,437	---	10	4,507	9,417
East North Central	18	37,147	6,686	---	2	1,817	4,096
Pacific	9	19,631	3,860	---	---	1,198	2,233
Other divisions	10	23,428	5,634	---	2	1,814	3,238
$500,000 - $999,999	125	84,843	19,522	23.0	16	5,141	9,469
New England	11	7,520	2,554	---	---	627	1,223
Middle Atlantic	51	35,745	7,053	---	7	1,644	3,151
East North Central	40	26,377	5,366	---	9	1,405	2,666
Pacific	14	9,438	2,467	---	---	717	1,416
Other divisions	9	5,763	2,082	---	---	748	1,013

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	FARM PRODUCTS—CONSUMER GOODS—Con.						
DAIRY PRODUCTS—Con.							
$300,000 - $499,999	152	$58,335	$15,160	26.0	39	4,517	$7,554
New England	12	4,747	1,321	—	2	422	745
Middle Atlantic	57	22,987	4,631	—	21	1,114	2,110
East North Central	43	15,591	4,287	—	9	1,232	2,157
West North Central	7	2,489	620	—	4	205	367
South Atlantic	8	3,257	1,231	—	—	358	598
West South Central	11	4,100	1,566	—	1	687	817
Pacific	7	2,467	720	—	2	244	375
Other divisions	7	2,897	784	—	—	277	385
$200,000 - $299,999	135	32,403	8,727	26.9	30	2,900	4,357
Middle Atlantic	37	9,005	1,955	—	9	522	818
East North Central	28	6,631	1,835	—	7	652	1,037
West North Central	17	3,882	1,116	—	1	425	592
South Atlantic	7	1,806	576	—	1	217	246
West South Central	8	1,832	578	—	3	255	286
Mountain	5	1,207	382	—	1	130	165
Pacific	26	6,412	1,800	—	7	523	945
Other divisions	7	1,628	485	—	1	176	268
$100,000 - $199,999	366	51,503	15,527	30.1	163	5,352	7,600
New England	25	3,262	754	—	12	261	369
Middle Atlantic	77	10,869	2,564	—	35	809	1,224
East North Central	117	16,275	4,952	—	51	1,725	2,607
West North Central	30	4,131	1,267	—	8	441	622
South Atlantic	24	3,377	1,304	—	3	527	579
East South Central	14	2,088	820	—	8	282	354
West South Central	23	3,262	1,062	—	12	409	449
Mountain	9	1,279	365	—	9	137	171
Pacific	47	6,960	2,439	—	27	761	1,225
$50,000 - $99,999	400	30,321	8,047	26.5	288	3,071	3,860
New England	21	1,515	333	—	15	131	172
Middle Atlantic	105	8,611	1,813	—	69	602	831
East North Central	118	8,407	2,408	—	91	928	1,162
West North Central	46	3,150	936	—	42	362	454
South Atlantic	14	963	269	—	7	129	132
East South Central	11	701	223	—	5	107	100
West South Central	26	1,811	561	—	21	278	272
Mountain	18	1,060	359	—	7	120	160
Pacific	45	4,103	1,145	—	31	414	577
$10,000 - $49,999	609	16,972	4,574	27.0	532	2,096	2,033
New England	16	416	90	—	18	39	37
Middle Atlantic	91	2,669	630	—	68	241	270
East North Central	210	5,611	1,628	—	194	720	721
West North Central	95	2,666	717	—	99	369	319
South Atlantic	28	760	216	—	26	110	101
East South Central	29	916	214	—	21	150	118
West South Central	52	1,437	411	—	29	202	166
Mountain	35	931	265	—	28	119	115
Pacific	53	1,566	403	—	49	146	186
Under $10,000	103	679	173	25.5	90	107	78
New England	7	40	7	—	7	4	4
Middle Atlantic	15	131	32	—	10	18	18
East North Central	28	164	47	—	24	28	21
West North Central	22	149	41	—	23	28	16
South Atlantic	6	32	9	—	7	7	5
West South Central	9	81	14	—	5	9	8
Pacific	7	50	9	—	6	3	3
Other divisions	9	52	14	—	8	10	3
DAIRY AND POULTRY PRODUCTS	725	240,254	20,762	8.6	591	6,873	10,774
$1,000,000 and over	52	124,819	7,217	5.8	23	2,174	3,989
Middle Atlantic	27	57,846	3,413	—	15	964	2,057
East North Central	9	41,869	1,431	—	8	342	722
Pacific	6	11,136	869	—	—	261	410
Other divisions	10	13,968	1,504	—	—	607	800
$500,000 - $999,999	49	34,163	3,643	10.7	23	1,207	2,016
Middle Atlantic	23	18,320	1,748	—	12	544	938
East North Central	11	7,138	763	—	4	249	459
Pacific	5	3,655	536	—	5	216	293
Other divisions	10	7,050	596	—	2	198	326
$300,000 - $499,999	56	21,696	2,494	11.5	47	874	1,250
Middle Atlantic	25	9,766	997	—	24	313	527
East North Central	9	3,580	348	—	9	121	190
West North Central	7	2,602	371	—	5	147	179
South Atlantic	6	2,409	383	—	—	123	182
Other divisions	9	3,339	395	—	9	170	172

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	FARM PRODUCTS—CONSUMER GOODS—Con.						
DAIRY AND POULTRY PRODUCTS—Con.							
$200,000 - $299,999	88	$21,263	$2,518	11.8	73	859	$1,282
Middle Atlantic	44	10,684	1,038	—	38	331	514
East North Central	22	5,225	669	—	21	234	373
South Atlantic	6	1,525	147	—	3	75	88
Pacific	8	1,988	335	—	1	114	173
Other divisions	8	1,841	329	—	10	105	134
$100,000 - $199,999	154	22,882	3,062	13.4	131	1,054	1,460
New England	6	904	72	—	5	24	33
Middle Atlantic	76	10,546	1,322	—	62	401	598
East North Central	36	5,227	607	—	48	210	284
West North Central	9	1,270	172	—	2	80	92
Other divisions	27	4,935	889	—	14	339	453
$50,000 - $99,999	145	10,482	1,248	11.9	128	467	566
Middle Atlantic	64	4,637	444	—	56	156	201
East North Central	43	3,081	337	—	43	121	154
West North Central	11	813	109	—	7	50	47
South Atlantic	5	372	39	—	4	25	19
West South Central	6	425	76	—	6	32	17
Pacific	8	828	121	—	5	36	61
Other divisions	8	526	122	—	7	47	67
$10,000 - $49,999	164	4,853	560	11.5	148	229	204
New England	4	129	15	—	4	5	4
Middle Atlantic	61	1,809	204	—	51	67	74
East North Central	47	1,295	164	—	46	83	60
West North Central	19	595	64	—	17	41	24
South Atlantic	12	327	35	—	13	15	12
East South Central	6	196	15	—	7	10	5
West South Central	5	162	20	—	3	12	9
Mountain	5	192	27	—	3	9	10
Pacific	5	148	16	—	4	7	6
Under $10,000	17	96	20	20.8	18	9	7
East North Central	8	42	8	—	8	3	(1)
Other divisions	9	54	12	—	10	6	7
POULTRY AND POULTRY PRODUCTS	1,527	238,693	21,974	9.2	1,534	8,569	9,988
$1,000,000 and over	33	53,602	3,775	7.0	23	845	1,488
Middle Atlantic	19	34,231	2,342	—	12	441	989
East North Central	8	10,964	645	—	11	192	239
Other divisions	6	8,407	788	—	—	212	260
$500,000 - $999,999	70	46,159	4,005	8.7	46	1,486	1,990
Middle Atlantic	24	15,552	1,230	—	12	335	641
East North Central	18	12,312	952	—	17	290	405
West North Central	6	3,680	262	—	2	184	141
Pacific	7	4,926	527	—	3	247	327
Other divisions	15	9,889	1,034	—	12	430	478
$300,000 - $499,999	101	38,855	3,419	8.8	83	1,242	1,704
Middle Atlantic	31	12,095	985	—	29	230	486
East North Central	34	13,058	913	—	28	309	437
West North Central	8	3,085	349	—	4	204	178
South Atlantic	6	2,238	194	—	5	94	106
Pacific	9	3,293	360	—	10	162	202
Other divisions	13	5,086	618	—	7	243	295
$200,000 - $299,999	116	28,038	2,767	9.9	113	1,155	1,348
Middle Atlantic	40	9,850	933	—	37	299	481
East North Central	29	7,192	873	—	24	241	298
West North Central	9	2,113	202	—	9	70	72
South Atlantic	10	2,285	263	—	8	144	123
East South Central	5	1,237	115	—	8	78	74
Other divisions	23	5,561	581	—	29	323	300
$100,000 - $199,999	258	36,587	3,761	10.3	263	1,566	1,728
New England	15	2,171	248	—	16	84	105
Middle Atlantic	76	10,881	1,095	—	82	292	480
East North Central	59	8,364	835	—	60	323	417
West North Central	22	3,071	360	—	20	163	146
South Atlantic	21	2,847	312	—	15	160	146
East South Central	13	1,880	153	—	12	92	68
Mountain	6	939	74	—	5	34	39
Other divisions	46	6,434	684	—	53	438	327
$50,000 - $99,999	288	20,266	2,298	11.3	289	1,141	996
New England	8	589	80	—	6	23	33
Middle Atlantic	60	4,336	479	—	58	160	189
East North Central	70	4,893	536	—	76	231	240

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
1 Less than $1,000.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	FARM PRODUCTS—CONSUMER GOODS—Con.						
POULTRY AND POULTRY PRODUCTS—Con.							
$50,000 - $99,999—Con.							
West North Central	27	$1,896	$216	---	24	123	$106
South Atlantic	23	1,592	172	---	28	65	77
East South Central	20	1,428	125	---	23	61	39
West South Central	28	2,030	281	---	23	284	128
Mountain	15	1,090	149	---	13	66	66
Pacific	35	2,410	258	---	38	108	118
$10,000 - $49,999	558	14,576	1,838	12.8	607	1,055	702
New England	21	429	68	---	21	19	19
Middle Atlantic	104	2,799	344	---	107	150	138
East North Central	177	4,475	535	---	201	267	198
West North Central	80	2,182	262	---	93	143	99
South Atlantic	44	1,093	158	---	44	108	63
East South Central	24	665	77	---	23	55	28
West South Central	42	1,239	186	---	41	209	83
Mountain	10	280	40	---	11	36	20
Pacific	56	1,414	168	---	66	68	54
Under $10,000	105	610	111	16.2	110	59	32
Middle Atlantic	26	159	27	---	27	10	9
East North Central	31	182	36	---	34	20	6
West North Central	12	67	13	---	12	7	4
South Atlantic	9	58	10	---	9	5	3
East South Central	9	48	6	---	10	9	4
Mountain	6	43	10	---	8	4	2
Other divisions	10	55	7	---	10	4	2
FRUITS AND VEGETABLES (Fresh)	5,037	971,052	106,316	10.9	5,321	35,537	49,631
$1,000,000 and over	140	247,376	21,065	8.5	57	5,872	10,539
New England	11	20,043	1,385	---	3	471	686
Middle Atlantic	45	90,312	7,061	---	14	1,504	2,977
East North Central	36	66,341	4,533	---	32	1,014	2,200
West North Central	17	22,058	2,621	---	---	908	1,503
South Atlantic	7	10,344	462	---	1	93	212
East South Central	7	9,053	1,093	---	---	434	599
West South Central	7	9,205	1,214	---	1	546	697
Pacific	10	20,020	2,696	---	6	902	1,685
$500,000 - $999,999	327	221,303	23,081	10.4	274	7,355	11,415
New England	19	12,670	1,251	---	11	349	548
Middle Atlantic	63	58,698	5,475	---	67	1,319	2,450
East North Central	72	49,644	4,508	---	76	1,291	2,206
West North Central	41	29,231	2,974	---	25	1,032	1,579
South Atlantic	30	16,790	2,341	---	19	886	1,081
East South Central	7	5,303	486	---	6	215	225
West South Central	26	17,180	2,180	---	6	970	1,143
Mountain	11	7,053	881	---	8	319	462
Pacific	36	24,754	2,965	---	32	974	1,701
$300,000 - $499,999	396	149,700	17,447	11.7	309	5,909	6,432
New England	23	9,461	1,104	---	15	357	585
Middle Atlantic	106	39,973	4,736	---	104	1,277	2,145
East North Central	90	34,222	3,401	---	67	1,067	1,719
West North Central	56	21,087	2,344	---	33	662	1,157
South Atlantic	41	15,298	1,904	---	21	880	934
East South Central	6	2,936	321	---	7	148	131
West South Central	24	9,079	1,351	---	10	576	623
Mountain	17	8,158	787	---	10	307	334
Pacific	31	11,488	1,517	---	22	635	804
$200,000 - $299,999	470	114,580	13,519	11.6	437	4,558	6,310
New England	33	8,051	1,057	---	29	309	467
Middle Atlantic	125	29,990	3,288	---	164	972	1,491
East North Central	106	25,702	2,643	---	96	918	1,369
West North Central	48	12,021	1,317	---	34	473	596
South Atlantic	44	10,605	1,454	---	38	577	840
East South Central	18	4,202	466	---	19	192	209
West South Central	26	6,418	877	---	7	388	465
Mountain	22	5,545	635	---	15	253	279
Pacific	46	11,646	1,580	---	37	476	772
$100,000 - $199,999	909	130,045	16,176	12.4	963	5,767	7,222
New England	101	14,441	1,898	---	79	640	653
Middle Atlantic	225	32,218	3,790	---	274	1,163	1,644
East North Central	184	26,127	3,163	---	237	1,088	1,421
West North Central	92	13,427	1,513	---	73	613	722
South Atlantic	82	11,452	1,462	---	68	639	645
East South Central	29	4,157	644	---	26	265	258
West South Central	44	6,371	648	---	41	374	358
Mountain	32	4,449	606	---	29	283	288
Pacific	120	17,405	2,232	---	136	702	1,033

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	FARM PRODUCTS—CONSUMER GOODS—Con.						
FRUITS AND VEGETABLES (Fresh)—Con.							
$50,000 - $99,999	923	$67,293	$8,939	13.3	1,101	3,491	$3,725
New England	111	8,376	1,135	---	114	419	455
Middle Atlantic	231	16,563	2,064	---	271	724	623
East North Central	149	11,293	1,247	---	200	520	586
West North Central	72	5,119	670	---	62	276	276
South Atlantic	107	7,736	1,179	---	125	495	478
East South Central	33	2,308	304	---	36	146	128
West South Central	49	3,664	501	---	80	231	194
Mountain	40	2,937	525	---	42	204	208
Pacific	131	9,275	1,314	---	169	476	593
$10,000 - $49,999	1,466	38,395	5,642	14.7	1,734	2,356	2,057
New England	108	3,042	474	---	132	161	183
Middle Atlantic	342	9,055	1,262	---	380	493	496
East North Central	245	6,324	898	---	275	377	325
West North Central	111	2,881	377	---	103	172	136
South Atlantic	170	4,169	697	---	211	346	229
East South Central	64	1,714	247	---	84	136	94
West South Central	65	2,158	345	---	99	165	120
Mountain	69	1,633	303	---	75	127	116
Pacific	272	7,219	1,039	---	375	359	376
Under $10,000	406	2,360	447	18.9	446	229	131
New England	22	134	34	---	27	20	13
Middle Atlantic	90	531	92	---	97	38	24
East North Central	74	404	78	---	79	42	23
West North Central	47	261	41	---	49	28	16
South Atlantic	42	260	56	---	49	27	14
East South Central	16	125	35	---	21	18	10
West South Central	29	167	29	---	32	26	10
Mountain	13	80	18	---	15	10	3
Pacific	71	396	64	---	77	20	18
FRESH FRUITS ONLY	776	61,964	9,329	11.4	833	3,270	4,059
$1,000,000 and over	5	6,747	974	11.1	4	316	542
$500,000 - $999,999	20	13,379	1,103	6.2	19	410	507
Middle Atlantic	8	5,279	360	---	6	115	158
Other divisions	12	6,100	723	---	13	295	349
$300,000 - $499,999	36	14,450	1,322	9.1	52	467	624
Middle Atlantic	16	6,469	549	---	23	139	239
East North Central	9	3,606	240	---	10	87	106
Other divisions	11	4,355	533	---	19	261	279
$200,000 - $299,999	53	12,597	1,411	11.2	58	374	513
Middle Atlantic	29	6,914	686	---	40	175	279
East North Central	8	2,024	155	---	4	83	80
Pacific	5	1,124	304	---	5	47	57
Other divisions	11	2,535	266	---	9	89	97
$100,000 - $199,999	102	14,786	1,936	13.1	116	669	663
New England	11	1,629	268	---	13	60	108
Middle Atlantic	46	6,677	765	---	60	205	303
East North Central	15	2,246	317	---	14	132	160
West South Central	6	997	199	---	5	102	64
Pacific	13	1,929	239	---	14	90	130
Other divisions	9	1,308	150	---	10	60	76
$50,000 - $99,999	142	9,920	1,308	13.2	151	511	545
New England	9	641	91	---	10	31	37
Middle Atlantic	59	4,215	496	---	66	159	182
East North Central	23	1,616	190	---	19	91	86
South Atlantic	11	775	112	---	13	60	45
Mountain	5	312	31	---	5	14	17
Pacific	26	1,717	320	---	26	112	143
Other divisions	9	842	66	---	10	44	33
$10,000 - $49,999	304	7,427	1,150	15.5	315	483	436
New England	18	400	67	---	20	22	22
Middle Atlantic	131	2,986	448	---	135	180	180
East North Central	29	764	113	---	28	54	54
West North Central	8	229	29	---	4	15	14
South Atlantic	31	612	151	---	32	60	53
West South Central	8	202	25	---	7	14	7
Pacific	70	1,792	288	---	83	113	105
Other divisions	9	240	49	---	6	25	23

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
FARM PRODUCTS—CONSUMER GOODS—Con.							
FRESH FRUITS ONLY—Con.							
Under $10,000	112	$658	$125	19.0	118	38	$27
Middle Atlantic	33	197	41	---	34	11	10
East North Central	11	53	10	---	13	4	1
South Atlantic	7	48	14	---	8	4	4
West South Central	7	51	14	---	5	4	2
Pacific	42	246	33	---	45	8	6
Other divisions	12	63	13	---	13	7	4
ALL OTHER	30	5,328	574	10.8	25	258	303
FARM SUPPLIES							
FEED	762	126,788	13,926	11.0	625	5,027	6,477
$500,000 and over	56	61,012	5,449	8.9	32	1,688	2,650
New England	5	5,445	739	---	---	246	499
Middle Atlantic	11	12,252	1,019	---	9	266	480
East North Central	9	10,306	866	---	6	314	448
West North Central	7	8,274	467	---	2	70	182
South Atlantic	7	5,435	472	---	3	149	187
Pacific	8	11,357	1,349	---	6	376	593
Other divisions	9	7,943	537	---	6	267	261
$300,000 - $499,999	40	15,171	1,970	13.0	20	635	892
East North Central	13	4,696	711	---	10	211	334
West North Central	5	2,027	314	---	---	90	130
South Atlantic	5	1,916	250	---	4	100	107
West South Central	5	1,785	211	---	1	88	96
Pacific	5	1,804	163	---	4	49	81
Other divisions	7	2,943	321	---	1	97	144
$200,000 - $299,999	57	13,720	1,635	11.9	41	566	745
Middle Atlantic	5	1,126	223	---	3	57	108
East North Central	16	3,941	451	---	6	167	214
West North Central	14	3,212	382	---	17	131	161
South Atlantic	10	2,517	242	---	5	93	112
Pacific	7	1,716	173	---	6	57	79
Other divisions	5	1,208	164	---	4	61	71
$100,000 - $199,999	128	16,836	2,168	12.9	88	838	966
New England	5	629	69	---	1	22	29
Middle Atlantic	15	1,841	249	---	13	73	114
East North Central	23	2,944	426	---	13	162	186
West North Central	17	2,186	269	---	14	116	108
South Atlantic	19	2,539	321	---	9	140	136
East South Central	10	1,336	140	---	8	68	70
West South Central	25	3,389	401	---	23	172	183
Mountain	4	608	93	---	---	34	48
Pacific	10	1,364	200	---	7	51	92
$50,000 - $99,999	176	12,517	1,576	12.6	145	710	743
New England	5	426	60	---	2	26	28
Middle Atlantic	24	1,721	245	---	21	89	118
East North Central	30	2,210	289	---	20	134	150
West North Central	30	2,087	286	---	22	123	151
South Atlantic	34	2,377	268	---	27	141	133
East South Central	11	751	74	---	9	41	40
West South Central	22	1,584	194	---	21	102	81
Mountain	5	342	42	---	8	18	15
Pacific	15	1,019	118	---	15	36	47
$10,000 - $49,999	265	7,293	1,083	14.8	257	560	462
New England	5	121	9	---	6	4	4
Middle Atlantic	34	933	165	---	34	64	65
East North Central	56	1,508	250	---	64	119	102
West North Central	45	1,252	149	---	44	86	72
South Atlantic	43	1,207	176	---	44	106	80
East South Central	18	522	70	---	13	55	31
West South Central	36	975	131	---	31	68	47
Mountain	12	297	47	---	9	29	23
Pacific	16	478	86	---	12	29	38
Under $10,000	40	239	45	18.8	42	30	19
East North Central	8	42	10	---	7	8	5
West North Central	5	30	5	---	4	2	1
South Atlantic	15	91	10	---	19	7	3
Other divisions	12	76	20	---	12	13	10
FERTILIZER	80	14,762	1,606	10.9	55	509	818
FARM SUPPLIES—Con.							
SEEDS	407	$100,348	$19,081	19.0	256	6,528	$8,984
$500,000 and over	54	57,496	10,541	18.3	35	3,218	4,853
Middle Atlantic	5	5,115	709	---	---	120	295
East North Central	14	15,154	2,906	---	7	878	1,182
West North Central	18	22,710	4,360	---	4	1,331	2,063
Pacific	5	4,544	889	---	3	360	605
Other divisions	12	9,973	1,677	---	21	529	708
$300,000 - $499,999	28	10,656	1,928	18.1	7	665	906
East North Central	7	2,664	518	---	1	194	244
West North Central	6	2,272	362	---	1	87	120
East South Central	5	1,849	226	---	4	62	100
Other divisions	10	3,871	822	---	1	322	442
$200,000 - $299,999	40	9,588	1,944	20.3	22	604	936
Middle Atlantic	9	2,234	683	---	5	214	350
East North Central	10	2,348	405	---	5	139	231
South Atlantic	5	1,159	156	---	4	49	54
Other divisions	16	3,847	700	---	8	202	301
$100,000 - $199,999	89	13,418	2,623	19.5	57	1,047	1,324
Middle Atlantic	15	2,032	605	---	6	232	314
East North Central	15	2,658	397	---	5	126	208
West North Central	15	2,121	382	---	17	133	178
South Atlantic	9	1,324	193	---	6	80	72
East South Central	8	1,237	166	---	3	50	75
Mountain	10	1,482	303	---	7	148	153
Pacific	11	1,685	342	---	11	183	185
Other divisions	6	879	235	---	2	95	139
$50,000 - $99,999	87	6,395	1,324	20.7	50	622	612
Middle Atlantic	5	334	84	---	1	25	47
East North Central	15	1,098	242	---	10	87	103
West North Central	26	1,859	342	---	17	266	155
South Atlantic	9	656	124	---	4	47	78
East South Central	5	394	78	---	5	25	14
West South Central	11	817	189	---	6	77	86
Mountain	5	408	92	---	5	32	32
Pacific	11	829	173	---	2	63	97
Under $50,000	109	2,795	721	25.8	85	372	353
Middle Atlantic	18	332	113	---	13	79	62
East North Central	26	614	181	---	17	79	87
West North Central	21	611	135	---	10	85	77
South Atlantic	9	304	55	---	10	21	11
East South Central	8	233	39	---	7	18	16
Pacific	20	516	156	---	21	73	83
Other divisions	7	185	42	---	7	17	17
ALL OTHER	175	63,553	6,218	9.8	106	2,122	3,203
FURNITURE AND HOUSE FURNISHINGS							
CHINA, GLASSWARE, AND CROCKERY	236	20,654	4,706	22.8	149	1,540	2,414
$200,000 and over	30	11,530	2,591	22.5	8	725	1,299
Middle Atlantic	12	4,333	1,047	---	5	272	487
East North Central	6	2,605	354	---	---	90	175
Other divisions	12	4,592	1,190	---	3	363	637
$100,000 - $199,999	26	3,567	726	20.4	17	276	417
Middle Atlantic	14	2,025	378	---	12	139	218
East North Central	6	883	192	---	---	77	117
Other divisions	6	659	156	---	5	60	82
$50,000 - $99,999	45	2,984	751	25.2	14	271	414
Middle Atlantic	22	1,440	355	---	9	117	209
East North Central	9	555	195	---	1	74	100
West North Central	7	495	90	---	1	33	48
Other divisions	7	494	111	---	3	47	57
$10,000 - $49,999	106	2,427	593	24.4	87	242	269
New England	10	209	57	---	4	26	32
Middle Atlantic	42	996	265	---	39	89	104
East North Central	29	650	145	---	25	67	63
West North Central	6	138	33	---	3	14	22
Pacific	10	225	48	---	10	19	22
Other divisions	9	209	45	---	6	27	26

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	FURNITURE AND HOUSE FURNISHINGS—Con.						
CHINA, GLASSWARE, AND CROCKERY—Con.							
Under $10,000	29	$146	$45	30.8	23	26	$15
Middle Atlantic	15	81	24	---	8	12	9
East North Central	7	26	7	---	9	4	2
Other divisions	7	39	14	---	6	10	4
FLOOR COVERINGS	411	133,462	18,239	13.7	207	4,772	9,504
$1,000,000 and over	26	52,931	6,843	12.9	---	1,830	3,989
Middle Atlantic	8	17,025	2,148	---	---	465	1,206
East North Central	6	11,273	1,254	---	---	307	699
Pacific	5	13,523	1,781	---	---	460	1,013
Other divisions	7	11,110	1,660	---	---	598	1,071
$500,000 - $999,999	51	36,511	4,429	12.1	13	1,081	2,243
New England	6	4,406	671	---	2	121	308
Middle Atlantic	18	12,416	1,553	---	6	385	763
East North Central	15	10,625	1,072	---	4	261	540
Pacific	5	4,260	564	---	---	151	313
Other divisions	7	4,804	569	---	1	163	319
$300,000 - $499,999	52	19,728	2,731	13.8	12	684	1,282
Middle Atlantic	26	9,776	1,380	---	9	340	662
East North Central	7	2,654	477	---	---	126	238
Other divisions	19	7,298	874	---	3	218	382
$200,000 - $299,999	32	7,819	1,214	15.5	8	320	583
Middle Atlantic	17	4,240	733	---	8	184	363
Other divisions	15	3,579	481	---	---	136	220
$100,000 - $199,999	55	8,231	1,521	18.5	30	389	733
New England	7	1,095	152	---	3	37	73
Middle Atlantic	26	3,771	755	---	16	216	393
East North Central	6	889	141	---	4	25	34
West North Central	5	761	159	---	4	38	80
South Atlantic	5	849	140	---	2	44	68
Other divisions	6	866	174	---	1	29	85
$50,000 - $99,999	73	5,360	954	17.8	48	303	436
New England	5	336	47	---	4	11	16
Middle Atlantic	38	2,775	508	---	25	172	248
East North Central	15	1,173	223	---	11	59	84
South Atlantic	7	481	100	---	1	37	57
Other divisions	8	595	76	---	7	24	31
$10,000 - $49,999	93	2,731	511	18.7	71	148	225
New England	6	194	29	---	5	9	17
Middle Atlantic	51	1,483	273	---	37	86	126
East North Central	12	384	84	---	11	17	27
West North Central	5	107	17	---	4	4	5
Pacific	14	416	78	---	12	17	30
Other divisions	5	147	30	---	2	15	20
Under $10,000	29	151	36	23.8	25	17	13
Middle Atlantic	21	112	26	---	17	10	8
Other divisions	8	39	10	---	8	7	5
FURNITURE (General line)	48	10,432	2,188	21.0	28	752	1,150
FURNITURE (Household)	319	45,510	9,590	21.1	174	2,585	4,708
$200,000 and over	89	31,258	6,328	20.2	20	1,526	3,108
New England	5	1,192	276	---	3	68	119
Middle Atlantic	26	11,490	2,567	---	9	520	1,211
East North Central	14	8,785	1,319	---	3	313	638
West North Central	8	4,792	877	---	---	290	461
South Atlantic	7	2,859	514	---	1	129	255
Other divisions	9	4,360	775	---	4	206	424
$100,000 - $199,999	50	8,743	1,530	22.7	19	478	791
Middle Atlantic	24	3,185	784	---	5	205	403
East North Central	10	1,335	236	---	7	85	102
West North Central	6	816	210	---	1	91	118
Other divisions	10	1,407	300	---	8	115	168
$50,000 - $99,999	57	4,244	866	20.4	34	288	413
New England	7	514	120	---	4	38	58
Middle Atlantic	21	1,598	332	---	18	118	147
East North Central	10	708	147	---	4	37	84
South Atlantic	5	375	56	---	3	18	32
Pacific	9	686	142	---	8	52	72
Other divisions	5	363	89	---	1	27	40
FURNITURE (Household)—Con.							
Under $50,000	143	$3,265	$866	26.5	101	295	$398
Middle Atlantic	71	1,684	425	---	50	131	168
East North Central	32	672	189	---	20	70	101
Other divisions	40	909	252	---	31	94	127
FURNITURE (Office)	50	3,044	523	17.2	35	156	254
HOUSE FURNISHINGS (Except as specified)	741	88,568	13,706	15.5	616	4,218	7,128
$300,000 and over	71	50,483	6,308	12.5	35	1,639	3,801
New England	5	4,876	780	---	---	245	503
Middle Atlantic	45	33,144	3,570	---	32	828	1,989
East North Central	11	6,799	915	---	---	195	458
Pacific	5	2,686	567	---	---	198	379
Other divisions	5	2,978	476	---	3	173	272
$200,000 - $299,999	42	10,274	1,818	17.7	17	512	931
Middle Atlantic	24	5,689	1,084	---	13	281	546
Pacific	5	1,295	257	---	1	74	132
Other divisions	13	3,290	477	---	3	157	253
$100,000 - $199,999	89	12,380	2,202	17.8	74	677	979
Middle Atlantic	53	7,396	1,269	---	45	369	583
East North Central	14	2,118	397	---	9	128	171
Pacific	9	1,143	252	---	7	49	78
Other divisions	13	1,723	284	---	13	131	147
$50,000 - $99,999	100	6,906	1,376	19.9	82	526	687
Middle Atlantic	65	4,488	904	---	57	332	453
East North Central	17	1,165	261	---	14	102	137
Pacific	7	486	92	---	7	37	39
Other divisions	11	767	119	---	4	55	58
$10,000 - $49,999	305	7,763	1,757	22.6	277	748	834
New England	19	444	104	---	11	56	62
Middle Atlantic	185	4,228	901	---	158	335	393
East North Central	44	1,029	238	---	37	114	111
West North Central	14	395	112	---	16	60	59
South Atlantic	13	346	80	---	6	34	48
East South Central	5	140	22	---	3	12	10
Pacific	38	1,036	278	---	40	122	141
Other divisions	7	145	22	---	6	15	10
Under $10,000	134	762	245	32.2	131	116	96
New England	6	34	11	---	6	5	4
Middle Atlantic	75	436	141	---	74	66	53
East North Central	28	157	59	---	24	28	24
South Atlantic	5	25	7	---	5	6	4
Pacific	12	63	18	---	14	7	6
Other divisions	8	47	9	---	8	6	5
MUSICAL INSTRUMENTS AND SHEET MUSIC	115	17,619	4,461	25.3	69	1,399	2,469
	GROCERIES (GENERAL LINE)						
NOT SPONSORING COOPERATIVE OR VOLUNTARY GROUPS	2,748	1302579	125321	9.6	1,380	47,128	66,625
$1,000,000 and over	239	444,683	48,284	10.9	73	17,090	27,203
New England	8	22,161	4,506	---	2	1,462	2,547
Middle Atlantic	31	61,578	7,340	---	17	2,320	4,491
East North Central	39	83,260	11,114	---	7	3,769	6,381
West North Central	34	58,560	5,964	---	5	2,125	3,195
South Atlantic	30	45,907	3,941	---	7	1,572	2,048
East South Central	33	47,839	4,082	---	23	1,744	2,123
West South Central	39	70,577	5,783	---	8	2,413	3,293
Mountain	12	15,204	1,456	---	1	505	828
Pacific	13	39,597	4,098	---	3	1,180	2,319
$500,000 - $999,999	568	381,339	34,324	9.0	235	12,765	17,979
New England	13	8,369	765	---	10	235	395
Middle Atlantic	57	37,923	3,368	---	35	1,158	1,783
East North Central	83	42,423	4,287	---	21	1,583	2,382
West North Central	75	50,577	4,857	---	24	1,865	2,503
South Atlantic	109	72,781	8,187	---	43	2,272	3,231
East South Central	71	49,322	4,373	---	34	1,639	2,131
West South Central	123	81,004	7,130	---	51	2,824	3,716

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	GROCERIES (GENERAL LINE)—Con.						
NOT SPONSORING COOPERATIVE OR VOLUNTARY GROUPS—Con.							
$500,000 - $999,999—Con.							
Mountain	36	$25,206	$2,100	---	8	744	$1,095
Pacific	21	13,734	1,277	---	9	445	743
$300,000 - $499,999	645	252,151	22,372	8.9	276	8,760	11,516
New England	19	7,510	694	---	7	228	370
Middle Atlantic	45	17,921	1,865	---	50	680	1,006
East North Central	70	27,136	2,631	---	20	1,028	1,468
West North Central	75	29,787	2,968	---	10	1,106	1,498
South Atlantic	146	56,832	4,813	---	63	1,926	2,446
East South Central	101	39,728	3,200	---	58	1,382	1,557
West South Central	145	56,534	4,651	---	52	1,890	2,360
Mountain	29	10,873	950	---	4	327	470
Pacific	15	5,830	600	---	12	193	341
$200,000 - $299,999	525	128,712	11,225	8.7	278	4,531	5,537
New England	9	2,128	160	---	3	60	79
Middle Atlantic	37	8,961	972	---	23	351	483
East North Central	50	12,214	1,128	---	34	455	587
West North Central	61	14,915	1,322	---	25	547	670
South Atlantic	124	30,478	2,505	---	68	1,043	1,283
East South Central	76	18,976	1,645	---	49	703	777
West South Central	123	30,126	2,440	---	50	1,013	1,154
Mountain	29	7,004	617	---	11	223	289
Pacific	16	3,910	436	---	15	136	215
$100,000 - $199,999	530	79,405	7,467	9.4	328	3,167	3,582
New England	22	3,373	355	---	11	154	195
Middle Atlantic	68	9,731	954	---	35	355	436
East North Central	53	7,713	853	---	39	352	424
West North Central	23	3,532	356	---	6	157	184
South Atlantic	142	21,276	1,926	---	106	845	917
East South Central	81	12,740	1,079	---	60	495	509
West South Central	110	16,497	1,525	---	51	673	736
Mountain	20	2,915	276	---	11	97	113
Pacific	11	1,628	143	---	9	39	68
Under $100,000	241	16,289	1,649	10.1	190	815	808
New England	6	443	62	---	1	26	31
Middle Atlantic	32	2,295	265	---	24	111	132
East North Central	20	1,203	152	---	18	62	65
West North Central	17	1,301	122	---	7	62	65
South Atlantic	79	5,043	442	---	66	266	226
East South Central	33	2,197	237	---	29	134	119
West South Central	35	2,484	262	---	26	128	133
Mountain	8	526	46	---	3	14	21
Pacific	11	797	61	---	16	12	16
	GROCERIES AND FOODS (SPECIALTY LINES)						
BREAKFAST CEREALS	32	21,984	9,644	43.9	7	827	1,362
CANNED FOODS	350	77,353	9,201	11.9	252	2,917	4,645
$500,000 and over	44	41,393	4,367	10.6	23	1,187	2,244
Middle Atlantic	14	10,963	1,557	---	8	361	782
South Atlantic	10	8,684	770	---	8	306	389
Pacific	8	12,623	937	---	5	203	464
Other divisione	12	9,123	1,103	---	2	317	609
$300,000 - $499,999	35	13,141	1,617	12.3	24	555	897
Middle Atlantic	8	3,108	388	---	7	126	211
South Atlantic	8	2,968	262	---	2	92	142
Pacific	5	1,887	218	---	5	80	132
Other divisions	14	5,178	749	---	10	257	412
$200,000 - $299,999	28	6,616	969	14.8	10	289	430
East North Central	9	2,192	361	---	2	92	139
South Atlantic	9	1,961	183	---	5	77	106
Other divisione	10	2,463	425	---	3	120	185
$100,000 - $199,999	61	8,642	1,084	12.5	48	398	518
New England	9	1,203	142	---	7	48	69
Middle Atlantic	18	2,630	298	---	13	88	123
East North Central	12	1,567	210	---	6	78	119
West North Central	5	638	129	---	3	43	43
South Atlantic	6	972	93	---	5	48	54
Pacific	5	698	85	---	12	29	33
Other divisions	6	934	127	---	2	66	77

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	GROCERIES AND FOODS (SPECIALTY LINES)—Con.						
CANNED FOODS—Con.							
$50,000 - $99,999	67	$4,854	$700	14.4	64	284	$331
New England	5	378	72	---	2	35	38
Middle Atlantic	24	1,732	241	---	21	85	100
East North Central	10	711	108	---	10	36	51
South Atlantic	11	781	81	---	8	53	48
Pacific	9	715	123	---	18	36	52
Other divisions	8	537	75	---	5	39	44
$10,000 - $49,999	95	2,595	440	17.0	64	195	217
New England	8	221	41	---	4	19	22
Middle Atlantic	34	901	141	---	23	60	63
East North Central	15	414	82	---	9	37	44
West North Central	8	180	41	---	6	17	17
South Atlantic	7	218	33	---	8	15	12
West South Central	6	174	30	---	2	11	16
Mountain	4	124	9	---	4	7	5
Pacific	13	363	63	---	8	29	38
Under $10,000	20	112	24	21.4	19	9	8
Middle Atlantic	7	42	9	---	6	3	2
Other divisione	13	70	15	---	13	6	6
COFFEE, TEA, AND SPICES	589	78,956	20,574	26.1	399	5,832	9,582
$500,000 and over	32	42,147	10,212	24.2	2	2,318	4,319
Middle Atlantic	5	5,294	1,484	---	1	355	695
East North Central	7	10,071	2,005	---	1	383	837
Pacific	8	12,737	3,138	---	---	658	1,225
Other divisions	12	14,045	3,585	---	---	922	1,562
$200,000 - $499,999	49	14,640	4,292	29.3	8	1,237	2,223
Middle Atlantic	12	3,612	1,154	---	6	348	584
East North Central	11	3,731	1,186	---	---	274	617
West North Central	6	1,695	465	---	2	131	216
Pacific	7	1,990	616	---	---	202	384
Other divisione	13	3,612	871	---	---	282	422
$100,000 - $199,999	62	8,801	2,352	26.7	25	824	1,186
Middle Atlantic	16	2,046	519	---	9	178	239
East North Central	8	1,331	381	---	3	144	213
West North Central	9	1,355	359	---	5	127	170
West South Central	12	1,614	433	---	6	141	204
Pacific	8	1,175	323	---	1	107	194
Other divisions	9	1,280	337	---	1	127	166
$50,000 - $99,999	89	6,204	1,783	28.7	49	637	949
Middle Atlantic	25	1,809	491	---	12	184	263
East North Central	19	1,402	456	---	8	161	261
West North Central	7	428	98	---	4	45	54
South Atlantic	6	419	122	---	11	34	43
East South Central	5	361	93	---	2	40	54
West South Central	8	578	150	---	4	51	68
Pacific	14	871	263	---	4	85	149
Other divieions	5	336	110	---	4	37	57
$10,000 - $49,999	271	6,638	1,819	27.4	228	763	865
New England	11	291	77	---	7	31	32
Middle Atlantic	70	1,747	469	---	57	186	222
East North Central	57	1,336	370	---	49	148	171
West North Central	19	424	119	---	10	60	67
South Atlantic	38	899	240	---	38	105	107
East South Central	8	230	75	---	6	35	40
West South Central	34	880	208	---	28	102	102
Mountain	8	206	54	---	11	22	23
Pacific	26	625	207	---	22	74	101
Under $10,000	86	526	116	22.1	87	53	40
New England	5	31	6	---	4	3	2
Middle Atlantic	26	160	37	---	25	19	12
East North Central	19	117	27	---	18	8	6
West North Central	10	73	16	---	12	8	7
East South Central	5	34	3	---	5	3	1
West South Central	10	49	11	---	12	8	8
Pacific	6	39	13	---	6	4	5
Other divisions	5	23	3	---	5	2	1
COFFEE ROASTING AND SPICE GRINDING	275	105,794	19,885	18.8	153	5,897	9,203
$500,000 and over	35	81,564	12,438	15.2	---	3,253	5,519
Middle Atlantic	5	26,268	1,878	---	---	674	1,103
East North Central	6	10,525	1,621	---	---	562	963

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	GROCERIES AND FOODS (SPECIALTY LINES)—Con.						
COFFEE ROASTING AND SPICE GRINDING—Con.							
$500,000 and over—Con.							
West North Central	5	$14,437	$3,214	---	---	628	$1,130
West South Central	7	13,349	2,599	---	---	658	971
Pacific	5	8,188	1,435	---	---	302	817
Other divisions	7	8,797	1,691	---	---	429	735
$200,000 - $499,999	38	11,880	3,500	29.5	5	1,184	1,726
Middle Atlantic	7	1,994	670	---	---	181	328
West North Central	5	1,594	449	---	---	122	184
Pacific	10	3,439	1,010	---	2	370	519
Other divisione	16	4,853	1,371	---	3	511	695
$100,000 - $199,999	38	5,512	1,859	33.7	24	666	972
Middle Atlantic	8	1,196	312	---	2	118	167
East North Central	6	773	298	---	---	97	173
East South Central	5	681	260	---	1	77	112
West South Central	8	1,046	367	---	5	158	183
Pacific	6	1,007	318	---	4	105	188
Other divisione	5	809	304	---	12	111	149
$50,000 - $99,999	62	4,351	1,370	31.5	42	522	658
Middle Atlantic	13	865	301	---	13	95	146
East North Central	8	542	183	---	---	71	85
West North Central	5	376	83	---	2	30	41
South Atlantic	9	638	169	---	9	72	84
East South Central	7	476	148	---	2	65	71
West South Central	9	659	201	---	11	92	91
Pacific	7	498	182	---	4	57	90
Other divisions	4	297	103	---	1	40	50
$10,000 - $49,999	84	2,386	685	28.7	67	258	319
Middle Atlantic	16	551	153	---	17	49	70
South Atlantic	15	400	154	---	12	62	75
East South Central	10	316	64	---	8	33	31
West South Central	13	322	73	---	12	38	37
Mountain	8	101	31	---	1	11	12
Pacific	16	506	140	---	7	39	63
Other divieions	8	190	70	---	10	28	31
Under $10,000	18	101	33	32.7	15	14	9
CONFECTIONERY	1,675	122,587	18,574	13.5	1,598	6,425	7,759
$300,000 and over	57	33,813	4,247	12.6	37	1,309	1,922
Middle Atlantic	22	13,226	1,297	---	18	430	659
East North Central	13	11,965	1,893	---	4	519	703
South Atlantic	7	2,801	397	---	2	149	235
West South Central	8	2,203	233	---	8	104	137
Other divisions	9	3,618	427	---	7	107	188
$200,000 - $299,999	50	12,103	1,910	15.8	38	722	1,003
New England	5	1,274	168	---	2	55	99
Middle Atlantic	21	5,125	934	---	15	386	532
East North Central	6	1,402	180	---	3	61	79
South Atlantic	5	1,145	239	---	2	88	111
Other divisions	13	3,157	409	---	18	134	182
$100,000 - $199,999	209	29,045	3,964	13.8	189	1,549	1,963
New England	19	2,551	409	---	7	133	178
Middle Atlantic	76	10,773	1,381	---	89	528	711
East North Central	38	5,608	763	---	28	292	388
West North Central	10	1,438	212	---	13	92	100
South Atlantic	36	4,802	704	---	27	317	361
East South Central	8	988	116	---	11	42	49
West South Central	13	1,892	198	---	8	84	99
Mountain	4	557	88	---	2	32	41
Pacific	5	838	93	---	4	29	38
$50,000 - $99,999	378	26,476	3,594	13.6	358	1,540	1,796
New England	24	1,712	281	---	21	102	120
Middle Atlantic	118	8,148	1,126	---	111	456	570
East North Central	80	5,588	783	---	78	338	397
West North Central	28	1,861	228	---	25	84	109
South Atlantic	89	5,020	892	---	71	298	337
East South Central	21	1,498	197	---	20	108	114
West South Central	28	1,803	191	---	21	110	93
Mountain	4	256	46	---	3	14	18
Pacific	8	590	90	---	10	30	40
CONFECTIONERY—Con.							
$10,000 - $49,999	777	$19,917	$2,628	13.2	796	1,179	$1,009
New England	43	1,075	146	---	43	53	52
Middle Atlantic	229	5,968	785	---	239	332	304
East North Central	148	3,582	478	---	155	206	179
West North Central	59	1,446	216	---	61	99	83
South Atlantic	116	3,029	384	---	122	177	140
East South Central	40	1,174	140	---	35	68	58
West South Central	76	1,952	226	---	74	125	83
Mountain	19	545	74	---	19	25	24
Pacific	47	1,146	179	---	48	94	86
Under $10,000	204	1,233	231	18.7	200	126	66
New England	15	90	16	---	12	8	3
Middle Atlantic	59	358	60	---	63	20	15
East North Central	56	349	63	---	52	42	20
West North Central	13	83	19	---	11	13	7
South Atlantic	17	88	21	---	16	8	7
East South Central	5	35	4	---	6	---	---
West South Central	18	107	21	---	17	20	5
Mountain	6	33	7	---	7	7	4
Pacific	15	90	20	---	16	8	5
FISH AND SEA FOODS	1,104	126,640	25,584	20.2	906	8,410	12,014
$500,000 and over	40	36,716	6,458	17.6	16	1,702	3,281
New England	7	5,981	1,342	---	1	374	671
Middle Atlantic	15	15,617	2,284	---	8	474	1,170
East North Central	8	7,339	1,172	---	4	321	633
Pacific	6	4,830	832	---	2	234	441
Other divisione	4	2,949	828	---	1	299	346
$300,000 - $499,999	54	20,287	3,972	19.8	15	1,113	1,976
New England	10	3,814	859	---	1	208	349
Middle Atlantic	26	9,843	1,881	---	10	452	995
South Atlantic	8	2,958	480	---	3	171	208
Pacific	6	2,072	445	---	1	145	248
Other divisions	4	1,600	307	---	---	137	176
$200,000 - $299,999	76	18,439	3,918	21.2	38	1,166	1,806
New England	9	2,195	504	---	1	135	220
Middle Atlantic	24	5,770	1,106	---	11	320	647
East North Central	10	2,402	457	---	5	110	186
South Atlantic	12	2,857	648	---	10	223	235
Pacific	14	3,427	779	---	8	239	332
Other divisions	7	1,788	422	---	3	139	186
$100,000 - $199,999	177	24,485	5,257	21.5	111	1,824	2,412
New England	23	3,311	813	---	8	239	382
Middle Atlantic	50	6,972	1,523	---	25	453	687
East North Central	29	4,257	881	---	19	285	450
West North Central	20	2,593	599	---	7	244	299
South Atlantic	20	2,745	477	---	11	156	201
Pacific	24	3,210	713	---	31	207	292
Other divisione	11	1,397	251	---	12	240	101
$50,000 - $99,999	220	15,444	3,422	22.2	169	1,343	1,486
New England	17	1,279	302	---	10	115	137
Middle Atlantic	49	3,340	767	---	32	238	340
East North Central	42	3,024	702	---	32	264	325
West North Central	9	540	108	---	5	55	54
South Atlantic	31	2,068	403	---	28	203	156
East South Central	10	623	132	---	5	69	64
West South Central	23	1,740	364	---	19	207	132
Mountain	2	150	25	---	1	8	12
Pacific	37	2,682	619	---	37	186	266
$10,000 - $49,999	399	10,388	2,342	22.5	413	1,146	991
New England	53	1,341	283	---	51	136	121
Middle Atlantic	82	2,161	478	---	74	169	221
East North Central	78	1,938	453	---	85	199	203
West North Central	16	424	116	---	14	59	54
South Atlantic	79	1,974	449	---	84	198	151
East South Central	13	412	89	---	16	42	34
West South Central	30	772	186	---	37	215	77
Mountain	7	241	43	---	5	25	15
Pacific	41	1,125	245	---	47	103	115
Under $10,000	138	881	217	24.6	144	116	82
New England	24	143	28	---	22	16	10
Middle Atlantic	18	144	29	---	22	10	14
East North Central	29	150	36	---	37	24	21

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	GROCERIES AND FOODS (SPECIALTY LINES)—Con.						
FISH AND SEA FOODS—Con.							
Under $10,000—Con.							
West North Central	9	$60	$16	----	11	9	$7
South Atlantic	20	151	38	----	19	19	10
West South Central	16	89	29	----	12	18	9
Pacific	17	112	36	----	17	16	10
Other divisions	5	32	5	----	4	4	1
FLOUR	315	44,385	5,140	11.6	218	1,408	2,357
$500,000 and over	10	9,133	1,003	11.0	7	144	413
$300,000 - $499,999	33	12,497	1,301	10.4	14	312	577
New England	6	1,856	175	----	2	49	108
Middle Atlantic	14	5,506	610	----	5	109	214
Other divisions	13	5,135	516	----	7	154	255
$200,000 - $299,999	30	7,355	837	11.4	14	235	371
Middle Atlantic	15	3,637	427	----	9	76	157
Other divisions	15	3,718	410	----	5	159	214
$100,000 - $199,999	54	7,625	1,021	13.4	26	315	573
Middle Atlantic	15	2,216	272	----	7	76	146
East North Central	15	2,125	298	----	5	89	137
West North Central	7	942	149	----	6	36	58
South Atlantic	5	638	93	----	2	38	59
Other divisions	12	1,704	211	----	6	78	173
$50,000 - $99,999	72	4,944	810	12.3	49	238	273
Middle Atlantic	19	1,382	157	----	12	56	74
East North Central	12	799	84	----	10	34	45
West North Central	9	607	91	----	4	34	42
South Atlantic	9	609	81	----	6	38	38
West South Central	13	860	123	----	8	51	47
Other divisions	10	687	74	----	9	23	27
$10,000 - $49,999	100	2,745	355	12.9	93	159	145
Middle Atlantic	13	435	78	----	11	30	33
East North Central	25	709	97	----	23	48	41
West North Central	14	380	44	----	14	10	8
South Atlantic	12	308	27	----	9	20	17
East South Central	8	166	21	----	4	11	11
West South Central	20	527	58	----	22	26	21
Mountain	5	66	6	----	8	4	2
Other divisions	5	154	28	----	4	10	12
Under $10,000	18	86	13	15.1	13	7	5
East North Central	4	23	2	----	6	1	(1)
West South Central	5	29	6	----	2	3	4
Other divisions	7	34	5	----	5	3	1
FRUITS AND VEGETABLES (Frosted)	28	8,318	800	9.8	20	235	398
MEATS AND PROVISIONS	2,340	510,276	56,505	11.1	2,292	17,682	28,729
$1,000,000 and over	75	133,018	12,335	9.3	42	3,050	6,323
New England	15	24,848	2,542	----	9	675	1,302
Middle Atlantic	39	63,074	4,754	----	19	1,182	2,583
East North Central	12	29,903	3,061	----	10	682	1,386
Other divisions	9	15,193	1,978	----	4	511	1,052
$500,000 - $999,999	182	111,383	11,180	10.0	114	3,155	5,998
New England	21	15,006	1,247	----	7	422	708
Middle Atlantic	82	42,403	3,536	----	37	809	1,814
East North Central	37	25,897	2,751	----	34	785	1,544
South Atlantic	18	11,570	1,301	----	5	438	704
West South Central	5	3,376	472	----	8	164	234
Pacific	18	10,454	1,428	----	22	421	812
Other divisions	5	2,877	445	----	3	116	180
$300,000 - $499,999	237	91,799	10,858	11.8	163	3,302	5,719
New England	36	14,231	1,556	----	19	476	849
Middle Atlantic	94	36,001	4,203	----	48	1,100	2,143
East North Central	48	18,682	2,022	----	31	629	1,102
West North Central	11	4,094	534	----	11	214	326
South Atlantic	14	5,521	678	----	8	284	335
West South Central	6	2,330	301	----	8	146	147
Pacific	21	8,234	1,193	----	33	320	829
Other divisions	7	2,706	373	----	7	153	188
MEATS AND PROVISIONS—Con.							
$200,000 - $299,999	229	$58,860	$6,969	11.8	233	2,366	$3,586
New England	30	7,251	818	----	23	259	435
Middle Atlantic	73	20,220	2,124	----	65	625	1,035
East North Central	51	12,388	1,465	----	48	533	800
South Atlantic	18	4,656	673	----	9	236	353
West South Central	14	3,602	443	----	13	194	215
Pacific	32	7,967	1,054	----	64	361	552
Other divisions	11	2,776	392	----	11	158	196
$100,000 - $199,999	437	62,656	8,015	12.8	454	2,872	3,907
New England	44	8,799	830	----	37	280	370
Middle Atlantic	119	17,281	2,282	----	114	659	1,012
East North Central	100	14,055	1,801	----	98	711	954
West North Central	29	4,059	538	----	35	212	285
South Atlantic	34	4,787	572	----	32	278	288
East South Central	9	1,277	147	----	8	67	71
West South Central	24	3,500	395	----	25	180	206
Mountain	7	997	127	----	12	51	64
Pacific	71	9,901	1,323	----	93	436	677
$50,000 - $99,999	490	35,752	4,593	12.8	560	1,829	2,142
New England	39	2,832	287	----	38	124	132
Middle Atlantic	132	9,781	1,223	----	124	428	574
East North Central	124	8,979	1,086	----	133	430	521
West North Central	35	2,493	335	----	40	140	150
South Atlantic	41	2,917	386	----	41	176	163
East South Central	4	291	30	----	4	17	11
West South Central	34	2,536	398	----	39	220	216
Mountain	14	1,023	154	----	15	62	72
Pacific	67	4,900	694	----	126	232	303
$10,000 - $49,999	591	16,122	2,407	14.9	605	1,035	1,009
New England	37	980	139	----	36	52	56
Middle Atlantic	111	3,252	534	----	106	215	230
East North Central	176	4,696	651	----	184	252	258
West North Central	62	1,619	259	----	64	111	112
South Atlantic	46	1,076	152	----	45	107	65
East South Central	24	610	97	----	26	51	44
West South Central	46	1,238	187	----	47	100	81
Mountain	20	544	72	----	20	34	31
Pacific	69	2,107	318	----	77	113	132
Under $10,000	119	686	148	21.6	121	73	47
New England	8	41	9	----	8	1	1
Middle Atlantic	25	146	31	----	27	13	9
East North Central	32	180	40	----	31	20	14
West North Central	22	125	24	----	21	14	5
South Atlantic	14	90	18	----	14	11	7
Pacific	9	57	18	----	8	9	8
Other divisions	9	47	8	----	12	5	3
OTHER FOOD AND GROCERY SPECIALTIES	3,497	472,190	67,332	14.3	2,886	24,170	32,632
$1,000,000 and over	51	100,151	13,700	13.7	9	3,944	6,562
Middle Atlantic	17	40,477	6,026	----	----	1,179	2,753
East North Central	12	27,499	3,576	----	1	788	1,568
West North Central	6	10,021	1,274	----	2	577	712
Pacific	9	11,138	878	----	2	249	499
Other divisions	7	11,016	1,946	----	4	1,151	1,030
$500,000 - $999,999	136	92,592	12,632	13.6	58	3,553	6,031
New England	6	3,899	442	----	----	113	243
Middle Atlantic	51	35,524	4,675	----	23	1,275	2,384
East North Central	20	13,218	1,595	----	10	492	843
West North Central	16	10,500	1,288	----	4	452	627
South Atlantic	14	8,307	965	----	----	310	555
West South Central	8	5,761	890	----	8	317	405
Pacific	14	9,488	1,883	----	8	420	716
Other divisions	7	5,895	894	----	5	174	258
$300,000 - $499,999	205	78,394	10,370	13.2	91	3,453	5,401
New England	13	4,972	656	----	4	167	305
Middle Atlantic	49	18,365	2,911	----	21	847	1,644
East North Central	42	15,552	1,957	----	18	567	913
West North Central	20	7,948	1,136	----	3	350	600
South Atlantic	40	15,874	1,703	----	25	746	915
East South Central	14	5,289	518	----	7	236	273
West South Central	13	5,029	433	----	8	157	181
Other divisions	14	5,385	1,056	----	5	383	570

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
1 Less than $1,000.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	GROCERIES AND FOODS (SPECIALTY LINES)—Con.						
OTHER FOOD AND GROCERY SPECIALTIES—Con.							
$200,000 - $299,999	233	$56,791	$7,382	13.0	157	2,736	$3,501
Middle Atlantic	68	16,491	2,202	----	55	693	1,102
East North Central	47	11,565	1,616	----	21	601	802
West North Central	21	4,939	674	---	17	243	312
South Atlantic	40	9,916	1,149	---	20	572	526
East South Central	11	2,665	249	----	5	110	119
West South Central	23	5,726	683	----	19	278	272
Pacific	13	3,089	548	----	15	146	215
Other divisions	10	2,400	261	----	5	93	153
$100,000 - $199,999	459	64,878	9,352	14.4	381	3,843	4,611
New England	28	3,796	591	----	17	227	346
Middle Atlantic	114	15,700	2,429	----	109	895	1,203
East North Central	79	11,107	1,896	---	59	684	886
West North Central	41	5,726	937	---	25	404	493
South Atlantic	82	12,239	1,303	---	56	601	646
East South Central	26	3,724	446	----	21	208	214
West South Central	35	4,978	590	----	29	371	279
Mountain	7	1,071	89	----	2	33	37
Pacific	47	6,537	1,071	---	63	420	507
$50,000 - $99,999	597	43,109	6,769	15.7	520	2,927	3,301
New England	35	2,554	429	----	28	175	223
Middle Atlantic	142	9,984	1,538	----	118	629	770
East North Central	132	9,541	1,710	----	106	721	840
West North Central	45	3,386	565	---	31	215	283
South Atlantic	92	6,713	905	----	80	401	416
East South Central	32	2,173	268	----	21	157	142
West South Central	50	3,828	480	----	35	295	22S
Mountain	12	800	138	---	10	44	55
Pacific	57	4,130	736	----	91	290	347
$10,000 - $49,999	1,320	33,401	6,431	19.3	1,196	3,311	2,971
New England	76	1,720	287	----	64	137	124
Middle Atlantic	380	9,039	1,638	---	357	716	724
East North Central	306	7,597	1,468	----	278	741	694
West North Central	108	2,866	584	---	90	366	262
South Atlantic	145	3,894	678	----	124	417	320
East South Central	60	1,761	343	----	49	200	145
West South Central	76	2,095	404	---	74	282	182
Mountain	32	808	177	---	28	105	110
Pacific	137	3,621	852	----	132	347	410
Under $10,000	498	2,874	696	24.2	474	403	254
New England	33	199	45	---	34	19	16
Middle Atlantic	140	836	216	---	130	103	86
East North Central	123	708	160	----	109	84	58
West North Central	58	312	73	----	56	41	22
South Atlantic	35	178	46	----	34	30	12
East South Central	11	61	11	---	9	14	6
West South Central	30	169	34	----	29	59	15
Mountain	11	74	17	----	8	9	7
Pacific	55	337	94	----	65	44	32
	HARDWARE						
GENERAL LINE (With industrial department)	402	377,774	68,959	18.3	76	24,989	41,821
$1,000,000 and over	84	259,896	45,895	17.7	1	16,896	28,571
Middle Atlantic	8	12,671	2,545	---	1	936	1,592
East North Central	16	71,600	12,587	---	---	4,575	7,990
West North Central	12	48,172	9,814	----	----	3,945	6,022
South Atlantic	12	17,032	2,816	---	---	948	1,872
East South Central	9	42,622	6,558	----	---	2,725	4,077
West South Central	13	27,474	4,086	----	---	1,292	2,490
Mountain	4	8,328	1,451	---	----	478	834
Pacific	10	31,997	6,038	---	---	1,999	3,694
$500,000 - $999,999	91	63,904	12,115	19.0	8	4,219	7,182
New England	4	2,609	570	---	---	218	348
Middle Atlantic	19	12,821	2,692	---	3	882	1,565
East North Central	15	11,078	2,325	---	---	875	1,391
West North Central	6	4,179	761	---	---	294	464
South Atlantic	18	13,542	2,320	---	1	745	1,437
East South Central	8	5,289	786	----	2	275	433
West South Central	5	3,159	566	----	---	218	364
Mountain	8	5,748	935	---	---	345	534
Pacific	8	5,479	1,160	---	---	371	626

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	HARDWARE—Con.						
GENERAL LINE (With industrial department)—Con.							
$300,000 - $499,999	77	$29,657	$5,644	19.0	13	1,957	$3,178
Middle Atlantic	22	8,040	1,718	----	2	568	964
East North Central	14	5,701	1,075	---	----	353	596
South Atlantic	10	3,665	604	---	----	227	349
East South Central	8	2,965	455	----	5	167	266
West South Central	5	1,995	329	---	---	124	181
Mountain	7	3,117	539	---	1	174	305
Other divisions	11	4,174	924	---	5	344	515
$200,000 - $299,999	53	13,201	2,775	21.0	7	979	1,497
New England	5	1,337	340	---	---	124	205
Middle Atlantic	6	1,442	344	----	1	125	198
East North Central	8	2,114	449	---	---	152	208
South Atlantic	16	3,997	681	---	4	282	383
Pacific	7	1,737	403	---	1	126	224
Other divisions	11	2,574	558	----	1	190	281
$100,000 - $199,999	60	8,896	1,997	22.4	31	717	1,117
Middle Atlantic	19	2,897	727	---	7	237	417
East North Central	8	1,174	226	---	10	75	120
West North Central	5	847	182	----	1	75	98
South Atlantic	9	1,259	276	----	4	115	172
East South Central	7	973	211	---	5	81	119
Other divisions	12	1,746	375	----	4	134	191
Under $100,000	37	2,220	533	24.0	18	221	298
Middle Atlantic	13	847	181	---	6	72	104
East North Central	8	449	129	---	2	55	77
West South Central	5	306	85	---	5	28	38
Other divisione	11	618	138	---	5	66	79
GENERAL LINE (Without industrial department)	355	139,556	24,963	17.9	142	9,290	14,562
$1,000,000 and over	33	63,523	10,766	16.9	----	4,137	6,557
Middle Atlantic	5	12,865	2,076	---	---	712	1,215
West South Central	7	11,770	1,831	---	----	727	1,202
Other divisions	21	38,888	6,859	---	----	2,698	4,140
$500,000 - $999,999	49	32,902	5,968	18.1	4	2,150	3,496
Middle Atlantic	8	5,211	1,157	---	---	373	647
East North Central	7	4,880	787	---	---	301	506
West North Central	6	3,726	612	---	2	257	366
South Atlantic	11	7,161	1,393	---	2	449	783
West South Central	7	4,941	779	----	---	304	467
Other divisions	10	7,003	1,240	---	---	466	727
$300,000 - $499,999	43	16,407	2,935	17.9	13	1,049	1,602
Middle Atlantic	9	3,293	716	---	7	287	408
South Atlantic	12	4,670	848	---	---	307	478
West South Central	8	3,475	559	---	---	177	282
Other divisions	14	4,969	812	---	6	298	434
$200,000 - $299,999	42	10,787	2,082	19.3	14	732	1,206
Middle Atlantic	12	3,109	626	---	4	221	369
South Atlantic	10	2,549	478	---	2	166	289
Other divisions	20	5,129	978	---	8	345	548
$100,000 - $199,999	63	8,816	1,720	19.5	39	610	880
New England	6	860	200	---	1	67	103
Middle Atlantic	23	3,007	609	---	15	197	311
East North Central	8	911	214	---	7	68	111
South Atlantic	10	1,383	232	---	4	86	113
East South Central	6	876	113	---	5	50	51
West South Central	6	912	180	---	6	73	94
Other divisions	6	867	172	---	1	69	97
Under $100,000	125	7,121	1,492	21.0	72	612	821
New England	7	406	75	---	3	32	44
Middle Atlantic	38	1,927	390	---	33	133	201
East North Central	30	1,784	446	---	17	178	267
West North Central	17	1,148	179	---	3	80	101
South Atlantic	15	840	184	---	7	101	104
East South Central	4	174	48	---	---	29	29
West South Central	6	348	59	---	4	25	28
Pacific	8	494	111	---	5	36	47

* Employeee and pay roll include paid executivee of corporatione but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
HARDWARE—Con.							
SPECIALTY LINES	551	$50,771	$11220	22.1	379	3,612	$6,074
$300,000 and over	32	20,513	4,440	21.6	8	1,355	2,511
Middle Atlantic	14	7,046	1,346	---	1	429	839
Pacific	7	3,944	879	---	7	287	497
Other divisions	11	9,523	2,215	---	---	839	1,175
$200,000 - $299,999	19	4,444	886	19.9	9	268	475
Middle Atlantic	10	2,350	465	---	5	142	279
Other divisions	9	2,094	401	---	4	128	196
$100,000 - $199,999	88	11,783	2,642	22.4	39	820	1,447
Middle Atlantic	40	5,583	1,242	---	16	381	679
East North Central	11	1,469	314	---	7	107	175
West North Central	8	891	211	---	1	73	123
South Atlantic	8	1,129	259	---	5	72	149
Pacific	12	1,518	377	---	5	123	207
Other divisions	9	1,173	239	---	5	84	114
$50,000 - $99,999	103	7,392	1,710	23.1	69	554	905
New England	5	325	89	---	3	32	44
Middle Atlantic	38	2,745	640	---	24	208	350
East North Central	21	1,591	393	---	10	115	220
West North Central	5	356	75	---	3	19	37
South Atlantic	7	484	97	---	3	44	54
Pacific	22	1,470	316	---	18	92	158
Other divisions	5	421	100	---	8	44	42
$10,000 - $49,999	223	6,093	1,413	23.2	177	546	673
New England	13	325	96	---	4	27	41
Middle Atlantic	89	2,460	525	---	89	198	235
East North Central	61	1,828	387	---	36	161	209
West North Central	14	409	103	---	6	41	47
South Atlantic	10	263	71	---	5	38	40
Pacific	30	819	188	---	33	64	83
Other divisions	8	191	43	---	4	19	18
Under $10,000	88	546	129	23.6	77	67	63
Middle Atlantic	41	252	60	---	34	29	28
East North Central	21	131	25	---	20	15	10
West North Central	7	51	19	---	5	10	10
Pacific	15	84	21	---	14	9	12
Other divisions	4	28	4	---	4	4	3
JEWELRY							
JEWELRY (General line)	194	62,071	10,835	17.1	139	2,840	5,500
$300,000 and over	69	45,304	7,731	17.1	33	1,863	4,030
New England	7	5,009	655	---	5	144	390
Middle Atlantic	19	8,535	1,585	---	15	378	863
East North Central	22	14,871	3,092	---	2	880	1,523
West North Central	7	3,539	715	---	---	187	330
Pacific	7	5,516	960	---	3	251	505
Other divisions	7	7,834	724	---	8	223	419
$200,000 - $299,999	19	4,474	777	17.4	17	198	425
Middle Atlantic	13	2,935	505	---	10	133	310
Other divisions	6	1,539	272	---	7	85	115
$100,000 - $199,999	74	10,612	1,859	17.5	61	500	924
Middle Atlantic	31	4,405	670	---	29	170	336
East North Central	15	1,994	409	---	11	104	212
West North Central	7	1,040	221	---	1	82	123
Pacific	5	738	171	---	3	41	85
Other divisions	16	2,437	388	---	17	103	168
Under $100,000	32	1,881	268	15.9	28	79	121
Middle Atlantic	19	1,051	187	---	18	42	67
East North Central	8	285	54	---	4	19	30
Other divisions	7	385	47	---	8	18	24
CLOCKS AND WATCHES	140	38,503	7,156	18.8	111	1,000	[2]2,778
DIAMONDS AND OTHER PRECIOUS STONES	302	28,030	2,894	10.3	294	400	1,060
$200,000 and over	31	11,398	1,294	11.4	39	130	462
$100,000 - $199,999	45	6,014	537	8.9	37	91	254
Middle Atlantic	40	5,341	471	---	34	81	229
Other divisions	5	873	68	---	3	10	25
JEWELRY—Con.							
DIAMONDS AND OTHER PRECIOUS STONES—Con.							
$50,000 - $99,999	73	$5,157	$483	9.4	75	88	$191
Middle Atlantic	57	4,045	341	---	61	59	135
East North Central	7	484	65	---	5	17	32
Other divisions	9	628	77	---	9	12	24
$10,000 - $49,999	131	3,303	356	10.8	122	82	140
Middle Atlantic	103	2,591	242	---	99	55	93
East North Central	14	328	58	---	12	12	25
Pacific	6	172	12	---	6	1	(1)
Other divisions	8	212	44	---	5	14	22
Under $10,000	22	158	24	15.2	21	9	13
Middle Atlantic	13	94	12	---	13	6	8
Other divisions	9	64	12	---	8	3	5
ALL OTHER	935	73,227	15,778	21.5	818	4,593	8,146
$300,000 and over	42	32,723	7,978	24.4	13	2,291	4,403
Middle Atlantic	32	27,582	6,926	---	11	1,960	3,887
East North Central	5	3,034	500	---	2	182	254
Other divisions	5	2,107	550	---	---	149	282
$200,000 - $299,999	20	4,769	953	20.0	13	238	527
Middle Atlantic	14	3,359	665	---	11	168	346
Other divisions	6	1,410	288	---	2	70	181
$100,000 - $199,999	77	10,631	2,274	21.4	63	585	1,211
Middle Atlantic	46	6,688	1,462	---	44	358	751
East North Central	10	1,325	296	---	5	77	173
Pacific	10	1,411	264	---	6	78	168
Other divisions	9	1,207	252	---	8	74	119
$50,000 - $99,999	185	12,713	2,322	18.3	165	720	1,078
New England	7	436	102	---	2	29	52
Middle Atlantic	117	8,008	1,343	---	111	415	817
East North Central	25	1,710	347	---	28	113	151
West North Central	6	430	68	---	3	23	34
Pacific	23	1,704	352	---	18	94	157
Other divisions	7	425	112	---	3	46	85
$10,000 - $49,999	455	11,462	2,056	17.9	413	707	880
New England	22	490	111	---	22	34	42
Middle Atlantic	283	6,749	1,099	---	271	378	459
East North Central	63	1,749	345	---	52	121	169
West North Central	20	584	88	---	17	29	31
South Atlantic	14	373	97	---	6	38	49
West South Central	5	138	23	---	3	11	8
Pacific	43	1,228	261	---	37	89	112
Other divisions	5	153	32	---	5	9	10
Under $10,000	156	929	197	21.2	151	52	51
New England	8	33	10	---	6	3	3
Middle Atlantic	115	690	132	---	108	33	34
East North Central	17	93	21	---	19	7	5
Pacific	10	85	20	---	12	3	5
Other divisions	8	48	14	---	8	8	4
LUMBER AND CONSTRUCTION MATERIALS							
BUILDERS' SUPPLIES (General line)	183	63,427	10,532	16.6	71	3,993	5,718
$500,000 and over	32	35,339	5,585	15.8	10	2,040	2,983
South Atlantic	6	7,075	1,498	---	5	626	653
West South Central	6	4,406	1,110	---	---	517	681
Mountain	5	4,857	571	---	3	194	388
Other divisions	15	19,001	2,406	---	2	703	1,301
$300,000 - $499,999	35	12,881	2,073	16.1	1	803	1,200
Middle Atlantic	8	3,274	597	---	---	202	330
East North Central	6	2,121	383	---	---	131	227
West South Central	11	3,734	479	---	---	220	295
Other divisions	10	3,752	814	---	1	250	348
$200,000 - $299,999	27	6,411	1,154	18.0	17	477	636
Middle Atlantic	9	2,095	318	---	11	136	180
East North Central	6	1,487	267	---	---	83	139
West South Central	5	1,198	171	---	3	91	99
Other divisions	7	1,633	398	---	3	167	218

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
1 Less than $1,000.
2 Revised.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	LUMBER AND CONSTRUCTION MATERIALS—Con.						
BUILDERS' SUPPLIES (General line)—Con.							
$100,000 - $199,999	38	$5,868	$1,106	18.8	11	419	$594
Middle Atlantic	5	757	194	---	1	58	84
South Atlantic	7	1,048	232	---	---	98	132
West South Central	9	1,423	199	---	6	100	115
Pacific	6	1,034	186	---	1	58	95
Other divisions	11	1,806	295	---	3	105	168
Under $100,000	51	2,928	814	21.0	32	254	303
Middle Atlantic	17	1,081	243	---	11	88	99
East North Central	7	373	73	---	2	22	31
South Atlantic	13	778	177	---	5	88	105
Pacific	7	355	66	---	5	24	37
Other divisions	7	341	55	---	9	32	31
LUMBER	838	194,684	27,838	14.3	432	8,488	14,106
$1,000,000 and over	31	55,933	5,507	9.8	8	1,104	2,848
Middle Atlantic	7	14,848	1,140	---	---	205	540
East North Central	8	9,700	1,123	---	1	168	411
Pacific	7	11,938	1,278	---	3	318	848
Other divisions	11	19,447	1,966	---	4	415	1,049
$500,000 - $999,999	71	48,338	6,588	13.6	14	1,740	3,431
Middle Atlantic	18	12,417	1,802	---	4	538	1,110
East North Central	17	12,818	1,714	---	4	338	883
West North Central	8	4,929	732	---	3	259	420
South Atlantic	8	4,860	493	---	2	143	212
Pacific	13	8,433	1,340	---	1	360	625
Other divisions	7	5,083	505	---	---	104	181
$300,000 - $499,999	84	32,298	4,894	15.2	24	1,442	2,548
New England	5	1,852	403	---	3	81	183
Middle Atlantic	20	7,817	1,154	---	9	309	551
East North Central	20	7,311	1,250	---	3	389	693
West North Central	11	4,362	639	---	---	228	375
South Atlantic	8	3,124	370	---	3	127	231
Pacific	14	5,610	830	---	4	218	385
Other divisions	6	2,222	248	---	2	94	130
$200,000 - $299,999	75	18,339	2,893	15.8	27	980	1,422
Middle Atlantic	29	8,884	1,204	---	14	351	828
East North Central	12	3,005	415	---	1	128	199
West North Central	5	1,271	181	---	2	47	94
South Atlantic	7	1,713	218	---	3	47	91
East South Central	8	1,923	400	---	3	240	181
Pacific	8	2,195	314	---	---	83	160
Other divisions	8	1,368	181	---	4	84	91
$100,000 - $199,999	182	23,481	4,656	19.8	70	1,740	2,425
New England	7	1,022	174	---	2	81	107
Middle Atlantic	38	5,171	1,053	---	11	297	529
East North Central	36	5,257	1,189	---	10	334	832
West North Central	19	2,708	459	---	8	173	287
South Atlantic	24	3,374	717	---	15	346	358
East South Central	15	2,124	529	---	11	388	301
West South Central	8	1,121	133	---	5	33	38
Pacific	17	2,704	402	---	10	110	193
$50,000 - $99,999	132	9,879	1,907	19.7	78	757	956
New England	8	818	134	---	10	51	87
Middle Atlantic	34	2,588	514	---	17	170	273
East North Central	29	2,115	460	---	12	144	224
South Atlantic	14	1,017	142	---	7	82	69
East South Central	18	1,174	230	---	18	140	103
West South Central	9	663	102	---	4	59	52
Pacific	12	831	156	---	8	43	58
Other divisions	10	875	189	---	2	68	110
$10,000 - $49,999	216	8,233	1,302	20.9	147	875	842
Middle Atlantic	34	981	231	---	24	88	118
East North Central	45	1,217	278	---	24	135	146
West North Central	14	453	85	---	7	37	58
South Atlantic	41	1,083	208	---	34	130	80
East South Central	27	818	133	---	28	108	72
West South Central	24	705	138	---	9	100	78
Pacific	13	504	110	---	9	41	58
Other divisions	18	492	121	---	12	38	40
Under $10,000	85	383	93	25.8	84	70	34
New England	5	35	9	---	8	3	3
Middle Atlantic	7	39	7	---	11	3	(1)
LUMBER—Con.							
Under $10,000—Con.							
East North Central	16	$88	$28	---	12	17	$11
South Atlantic	11	60	12	---	12	11	5
East South Central	9	44	11	---	8	15	5
West South Central	10	62	21	---	5	20	10
Other divisions	7	35	5	---	10	1	(1)
LUMBER AND MILLWORK	127	35,598	6,283	17.8	45	2,222	3,630
MILLWORK	288	57,491	12,783	22.2	92	4,144	7,698
$500,000 and over	25	20,470	4,561	22.3	2	1,495	3,043
Middle Atlantic	9	7,301	1,721	---	---	440	1,052
East North Central	7	4,775	924	---	2	301	624
Other divisions	9	8,394	1,918	---	---	754	1,387
$300,000 - $499,999	35	13,419	2,748	20.5	7	784	1,582
Middle Atlantic	10	3,964	819	---	1	208	448
East North Central	10	3,776	818	---	1	204	461
Pacific	6	2,417	480	---	3	149	281
Other divisions	9	3,262	631	---	2	223	392
$200,000 - $299,999	37	9,617	2,244	23.3	6	681	1,241
New England	5	1,271	343	---	---	101	195
East North Central	12	3,084	718	---	1	186	412
Pacific	8	1,573	279	---	3	71	138
Other divisions	14	3,889	904	---	2	303	498
$100,000 - $199,999	66	9,863	2,192	22.2	20	801	1,239
Middle Atlantic	21	3,185	689	---	13	205	370
East North Central	11	1,582	358	---	4	152	218
South Atlantic	6	846	142	---	---	77	84
West South Central	6	832	190	---	2	87	103
Pacific	11	1,672	380	---	1	124	192
Other divisions	11	1,746	453	---	---	178	272
$50,000 - $99,999	40	2,873	723	25.2	13	266	434
Middle Atlantic	11	876	191	---	7	69	122
East North Central	11	789	202	---	3	61	112
Other divisions	18	1,228	330	---	3	138	200
$10,000 - $49,999	43	1,123	279	24.8	25	112	142
Middle Atlantic	12	277	73	---	9	26	26
East North Central	13	332	75	---	8	31	39
Pacific	7	212	47	---	5	19	24
Other divisions	11	302	84	---	3	36	53
Under $10,000	20	126	36	28.8	19	25	17
Middle Atlantic	5	41	8	---	6	4	4
East North Central	3	48	18	---	6	15	10
Other divisions	7	37	10	---	7	6	3
BRICK, TILE, AND TERRA COTTA	132	16,898	2,717	16.1	85	664	1,328
CEMENT, LIME, AND PLASTER	98	21,048	3,361	16.0	27	874	1,615
GLASS	280	31,927	9,395	29.4	168	3,445	5,899
$200,000 and over	42	18,281	4,716	25.8	3	1,839	3,055
Middle Atlantic	17	6,814	1,550	---	2	457	933
East North Central	14	7,240	1,883	---	---	698	1,303
Other divisions	11	4,227	1,303	---	1	484	819
$100,000 - $199,999	48	8,613	2,360	35.7	19	843	1,435
Middle Atlantic	10	1,334	494	---	2	165	328
East North Central	8	1,044	392	---	1	160	268
West North Central	6	948	404	---	---	146	278
South Atlantic	8	787	244	---	8	108	130
Pacific	12	1,629	491	---	9	127	251
Other divisions	6	871	335	---	1	137	184
$50,000 - $99,999	59	4,259	1,403	32.9	31	581	877
New England	5	338	112	---	---	32	71
Middle Atlantic	17	1,430	437	---	7	188	273
East North Central	11	774	228	---	7	99	165
West North Central	8	418	140	---	6	89	82
West South Central	5	293	128	---	---	62	71
Pacific	7	480	185	---	8	59	106
Other divisions	8	530	193	---	5	72	109

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
1 Less than $1,000.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	LUMBER AND CONSTRUCTION MATERIALS—Con.						
GLASS—Con.							
$10,000 - $49,999	94	$2,538	$842	33.2	78	361	$495
Middle Atlantic	24	697	209	---	18	92	128
East North Central	27	632	208	---	24	89	123
West North Central	6	178	57	---	1	27	37
South Atlantic	8	188	67	---	3	33	40
West South Central	5	179	78	---	1	36	43
Pacific	17	455	163	---	20	58	93
Other divisions	7	209	60	---	11	26	31
Under $10,000	37	236	74	31.4	37	41	37
Middle Atlantic	10	64	23	---	11	16	14
East North Central	8	45	14	---	11	7	7
West North Central	7	48	10	---	6	7	6
Other divisions	12	79	27	---	9	11	10
ALL OTHER	888	172,158	33,249	19.3	331	9,385	15,809
$500,000 and over	52	69,425	14,430	20.8	6	2,983	6,005
Middle Atlantic	23	32,864	7,680	---	---	1,503	3,430
East North Central	10	19,196	3,604	---	1	490	946
South Atlantic	5	4,391	1,164	---	---	371	568
Other divisions	14	12,974	1,982	---	5	619	1,061
$300,000 - $499,999	81	31,109	4,714	15.2	13	1,455	2,586
Middle Atlantic	29	11,149	1,773	---	5	522	966
East North Central	14	5,546	760	---	4	207	388
West North Central	8	3,017	528	---	---	179	305
South Atlantic	6	2,336	401	---	1	135	239
West South Central	8	3,154	504	---	---	188	282
Pacific	6	2,103	280	---	2	70	147
Other divisions	10	3,804	468	---	1	154	259
$200,000 - $299,999	103	25,196	5,066	20.1	19	1,731	2,487
New England	6	1,553	271	---	1	91	176
Middle Atlantic	32	7,857	1,484	---	8	417	712
East North Central	19	4,438	779	---	2	353	394
West North Central	11	2,586	594	---	1	130	212
South Atlantic	13	3,211	741	---	3	292	367
West South Central	8	1,921	337	---	1	148	163
Pacific	7	1,881	434	---	3	128	242
Other divisions	7	1,749	426	---	---	172	221
$100,000 - $199,999	191	26,384	4,735	17.9	63	1,500	2,448
New England	10	1,258	239	---	4	88	130
Middle Atlantic	72	9,932	1,905	---	19	572	1,022
East North Central	31	4,464	672	---	9	186	357
West North Central	20	2,680	445	---	9	144	233
South Atlantic	18	2,535	489	---	12	159	233
East South Central	4	489	63	---	---	19	34
West South Central	13	1,803	337	---	3	138	163
Mountain	5	686	88	---	1	37	47
Pacific	18	2,537	497	---	6	157	229
$50,000 - $99,999	190	13,654	2,715	19.9	61	986	1,420
New England	11	746	167	---	2	55	94
Middle Atlantic	68	4,814	1,065	---	26	379	572
East North Central	45	3,273	631	---	12	219	323
West North Central	13	1,001	125	---	3	50	63
South Atlantic	11	807	131	---	3	59	67
East South Central	6	440	123	---	3	46	62
West South Central	14	1,020	191	---	4	79	96
Mountain	5	332	47	---	---	17	25
Pacific	17	1,221	235	---	8	82	118
$10,000 - $49,999	214	6,037	1,462	24.2	123	645	786
New England	7	213	49	---	5	18	25
Middle Atlantic	58	1,716	442	---	31	190	261
East North Central	71	1,946	472	---	40	190	239
West North Central	20	561	125	---	12	59	61
South Atlantic	15	415	82	---	5	48	46
East South Central	5	134	43	---	2	19	33
West South Central	11	287	54	---	6	37	28
Mountain	4	119	35	---	4	26	11
Pacific	23	646	160	---	18	58	82
Under $10,000	57	353	127	36.0	46	85	77
Middle Atlantic	11	74	33	---	10	16	21
East North Central	18	115	41	---	15	28	23
West North Central	7	41	16	---	7	11	9
South Atlantic	5	18	8	---	2	12	5
Pacific	9	51	17	---	8	12	12
Other divisions	7	54	12	---	4	6	7

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES						
COMMERCIAL EQUIPMENT AND SUPPLIES:							
OFFICE MACHINES AND EQUIPMENT	212	$17,201	$4,999	29.1	156	2,149	$2,851
$200,000 and over	18	8,202	2,348	28.6	9	989	1,222
Middle Atlantic	7	4,110	1,063	---	1	251	459
Other divisions	11	4,092	1,285	---	8	738	763
$100,000 - $199,999	29	3,896	1,143	29.3	20	475	718
Middle Atlantic	10	1,254	387	---	7	166	261
East North Central	8	1,103	313	---	5	129	179
South Atlantic	6	780	262	---	3	99	149
Other divisions	5	759	181	---	5	81	129
$50,000 - $99,999	31	2,150	644	30.0	22	285	418
Middle Atlantic	11	819	256	---	7	130	173
East North Central	5	380	112	---	4	46	68
West North Central	6	395	132	---	5	52	90
Other divisions	9	556	144	---	6	57	87
Under $50,000	134	2,953	864	29.3	105	400	493
Middle Atlantic	40	759	241	---	30	115	142
East North Central	32	706	177	---	28	79	97
Pacific	20	428	126	---	14	47	62
Other divisions	42	1,060	320	---	33	159	192
RESTAURANT AND HOTEL SUPPLY HOUSES	434	47,658	11,252	23.6	319	3,908	6,142
$300,000 and over	34	23,501	5,350	22.8	10	1,720	3,004
Middle Atlantic	8	6,208	1,168	---	5	376	670
East North Central	10	6,749	1,521	---	2	540	881
South Atlantic	5	2,230	563	---	2	180	312
Other divisions	11	8,314	2,098	---	1	624	1,141
$200,000 - $299,999	14	3,229	890	27.6	7	251	444
East North Central	6	1,480	384	---	3	99	186
Other divisions	8	1,749	506	---	4	152	258
$100,000 - $199,999	66	9,392	2,264	24.1	32	806	1,323
Middle Atlantic	21	3,135	723	---	11	267	450
East North Central	13	1,774	413	---	15	141	219
West North Central	5	679	162	---	1	60	100
South Atlantic	5	771	166	---	---	68	103
West South Central	5	726	208	---	---	58	122
Pacific	10	1,384	359	---	4	139	195
Other divisions	7	923	233	---	1	73	134
$50,000 - $99,999	85	5,961	1,413	23.7	60	576	736
Middle Atlantic	35	2,461	548	---	25	201	262
East North Central	17	1,198	285	---	11	117	154
West North Central	6	415	122	---	1	64	87
South Atlantic	11	836	201	---	6	81	103
Pacific	6	358	89	---	8	38	37
Other divisions	10	693	168	---	9	75	93
$10,000 - $49,999	188	5,290	1,264	23.9	165	533	617
New England	14	387	88	---	14	38	51
Middle Atlantic	84	2,339	541	---	72	207	247
East North Central	32	877	220	---	30	101	101
West North Central	12	349	78	---	4	37	47
South Atlantic	8	274	56	---	5	24	30
East South Central	5	128	31	---	5	11	8
West South Central	12	331	91	---	16	43	47
Mountain	4	108	24	---	5	9	13
Pacific	17	497	135	---	14	63	73
Under $10,000	47	285	71	24.9	45	22	18
Middle Atlantic	15	93	24	---	14	10	7
East North Central	15	87	22	---	15	8	6
Pacific	9	57	14	---	8	2	2
Other divisions	8	48	11	---	8	2	3
GARAGE AND FILLING STATION EQUIPMENT	169	9,877	2,537	25.7	127	852	1,339
SODA FOUNTAIN EQUIPMENT AND SUPPLIES	29	1,846	431	23.3	24	125	183
STORE MACHINES	46	2,900	476	16.4	39	167	229

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.						
COMMERCIAL EQUIPMENT AND SUPPLIES—Con.							
STORE FIXTURES AND EQUIPMENT	398	$20,626	$5,500	26.7	229	1,840	$3,143
$300,000 and over	6	4,505	932	20.7	2	189	415
$200,000 - $299,999	7	1,686	480	28.5	3	157	324
$100,000 - $199,999	30	4,074	1,213	29.8	7	395	776
West South Central	5	660	202	---	---	42	129
Pacific	6	772	200	---	2	82	141
Other divisions	19	2,642	811	---	5	271	506
$50,000 - $99,999	66	4,492	1,218	27.1	44	431	689
Middle Atlantic	19	1,379	377	---	13	123	187
East North Central	16	1,077	278	---	14	99	148
West South Central	12	740	182	---	3	54	133
Pacific	5	314	75	---	3	32	53
Other divisions	14	982	306	---	11	123	168
$10,000 - $49,999	206	5,255	1,485	28.3	115	580	849
New England	14	355	117	---	1	37	71
Middle Atlantic	39	1,060	305	---	21	131	183
East North Central	52	1,311	360	---	35	151	199
West North Central	17	395	120	---	12	51	62
South Atlantic	20	469	128	---	6	50	72
East South Central	10	227	68	---	7	27	40
West South Central	22	617	170	---	8	55	99
Mountain	12	324	84	---	6	29	53
Pacific	20	497	133	---	19	49	70
Under $10,000	83	614	172	28.0	58	88	90
Middle Atlantic	20	131	40	---	19	17	17
West North Central	13	67	20	---	9	10	10
South Atlantic	6	45	12	---	2	7	8
East South Central	7	48	12	---	4	8	7
Pacific	11	73	16	---	7	7	5
Other divisions	26	250	72	---	17	39	43
ALL OTHER	339	30,366	6,473	21.3	220	2,138	3,579
$200,000 and over	44	15,309	3,007	19.6	28	894	1,714
Middle Atlantic	15	5,184	932	---	5	299	520
East North Central	9	3,392	610	---	6	174	311
West North Central	5	1,743	271	---	2	73	156
Pacific	8	3,063	731	---	8	208	477
Other divisions	7	1,927	463	---	7	140	250
$100,000 - $199,999	46	6,440	1,316	20.4	24	394	684
Middle Atlantic	15	2,215	392	---	10	122	212
East North Central	7	1,085	252	---	1	80	138
West North Central	5	683	189	---	2	47	119
Pacific	11	1,439	288	---	6	80	116
Other divisions	8	1,018	195	---	5	65	99
$50,000 - $99,999	68	4,747	1,140	24.0	32	403	644
Middle Atlantic	19	1,357	348	---	7	112	187
East North Central	13	966	227	---	7	85	127
West South Central	5	364	64	---	2	36	39
Pacific	17	1,131	260	---	11	93	151
Other divisions	14	929	241	---	5	77	140
$10,000 - $49,999	139	3,638	932	25.8	104	412	500
New England	11	291	79	---	5	31	44
Middle Atlantic	39	979	270	---	27	131	162
East North Central	37	870	236	---	33	105	122
West North Central	15	390	102	---	11	44	46
South Atlantic	8	209	43	---	6	17	22
West South Central	10	320	94	---	9	42	48
Pacific	11	316	59	---	4	20	30
Other divisions	8	255	49	---	9	22	26
Under $10,000	42	232	78	33.6	32	35	37
Middle Atlantic	11	55	15	---	8	6	6
East North Central	15	92	35	---	9	13	20
West North Central	5	24	6	---	5	2	1
Pacific	5	27	11	---	4	10	6
Other divisions	6	34	11	---	6	4	4
FARM AND DAIRY:							
DAIRY EQUIPMENT	106	19,479	3,562	18.3	59	983	1,836
FARM AND DAIRY—Con.							
FARM IMPLEMENTS	20	$2,944	$643	21.8	14	231	$382
FARM MACHINERY AND EQUIPMENT	183	34,325	5,393	15.7	83	1,508	2,537
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES:							
INDUSTRIAL (General line)	116	70,267	13,230	18.8	27	4,093	7,776
BELTING, HOSE, AND PACKING	211	18,837	4,576	24.3	95	1,274	2,568
$200,000 and over	18	6,970	1,661	23.8	2	416	903
Middle Atlantic	7	3,085	687	---	1	144	363
Pacific	5	1,387	358	---	1	106	184
Other divisions	6	2,498	616	---	---	166	356
$100,000 - $199,999	46	6,233	1,449	23.2	6	384	854
Middle Atlantic	14	1,898	581	---	---	141	344
East North Central	15	2,223	441	---	1	119	269
West North Central	5	608	124	---	3	40	63
Other divisions	12	1,504	303	---	2	84	178
$50,000 - $99,999	45	3,364	856	25.4	24	234	471
Middle Atlantic	14	1,079	262	---	6	76	150
East North Central	14	1,057	264	---	8	68	146
Pacific	7	525	140	---	4	38	65
Other divisions	10	703	190	---	6	52	110
$10,000 - $49,999	81	2,154	570	26.5	49	221	318
New England	6	166	49	---	1	19	32
Middle Atlantic	24	728	197	---	16	66	109
East North Central	19	505	134	---	6	52	76
West North Central	8	197	56	---	3	24	26
South Atlantic	8	193	48	---	10	25	28
East South Central	6	141	38	---	5	19	24
Other divisions	10	224	48	---	8	16	23
Under $10,000	21	116	40	34.5	14	19	22
Middle Atlantic	9	51	19	---	6	8	10
Other divisions	12	65	21	---	8	11	12
CONSTRUCTION (Except road building)	152	23,745	5,394	22.7	49	1,595	3,245
ROAD BUILDING	251	72,613	14,003	19.3	95	3,418	7,259
$500,000 and over	45	41,980	7,520	17.9	12	1,594	3,898
Middle Atlantic	6	7,572	1,207	---	---	250	711
West North Central	9	6,962	1,158	---	4	285	723
South Atlantic	10	8,239	1,504	---	4	324	661
East South Central	8	8,430	1,547	---	2	328	778
Other divisions	12	10,777	2,104	---	2	407	1,025
$300,000 - $499,999	32	12,201	2,302	18.9	5	600	1,196
West North Central	7	2,637	527	---	2	167	289
South Atlantic	5	1,987	326	---	1	86	163
Pacific	6	2,286	500	---	---	111	237
Other divisions	14	5,291	949	---	2	236	507
$200,000 - $299,999	30	7,293	1,668	22.9	8	431	839
Middle Atlantic	5	1,249	336	---	---	66	166
West North Central	8	2,078	471	---	2	132	252
West South Central	5	1,194	288	---	---	96	161
Other divisions	12	2,772	573	---	6	137	260
$100,000 - $199,999	44	6,402	1,408	22.0	20	392	715
Middle Atlantic	6	842	172	---	4	38	80
East North Central	8	825	171	---	5	58	100
West North Central	7	1,095	290	---	2	79	126
West South Central	6	915	204	---	4	63	105
Pacific	6	830	184	---	1	56	106
Other divisions	13	1,895	387	---	4	98	198
$50,000 - $99,999	49	3,437	786	22.5	18	265	427
Middle Atlantic	7	526	103	---	6	40	71
East North Central	8	520	120	---	4	43	76
West North Central	8	614	114	---	---	48	61
West South Central	5	315	84	---	3	26	42
Mountain	8	562	139	---	2	50	85
Pacific	5	402	99	---	2	33	50
Other divisions	8	548	127	---	1	25	42

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.						
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES—Con.							
ROAD BUILDING—Con.							
Under $50,000	51	$1,250	$319	25.5	32	136	$184
Middle Atlantic	11	272	85	----	9	40	58
East North Central	10	191	54	----	7	29	33
East South Central	6	174	29	----	5	12	17
West South Central	6	135	30	----	3	13	16
Other divisions	18	478	121	----	8	42	62
MACHINE TOOLS	124	26,413	4,286	16.2	75	1,065	2,406
MINE AND MILL SUPPLIES	412	99,659	19,083	19.1	166	5,863	10,882
$1,000,000 and over	15	23,437	3,852	16.4	----	1,070	2,236
Middle Atlantic	7	9,956	1,612	----	----	435	912
Other divisions	8	13,531	2,240	----	----	835	1,324
$500,000 - $999,999	44	31,078	5,838	18.8	1	1,676	3,341
Middle Atlantic	5	4,040	852	----	----	242	546
East North Central	10	6,397	1,291	----	----	420	757
South Atlantic	13	9,471	1,379	----	----	411	771
Pacific	5	3,928	858	----	----	232	465
Other divisions	11	7,244	1,460	----	1	371	802
$300,000 - $499,999	34	12,931	2,482	19.2	8	788	1,499
Middle Atlantic	5	2,015	432	----	1	128	235
East North Central	12	4,683	838	----	7	304	528
South Atlantic	5	2,056	435	----	----	122	246
Other divisions	12	4,177	777	----	----	236	490
$200,000 - $299,999	49	11,830	2,527	21.4	12	800	1,443
New England	8	1,477	307	----	----	93	183
Middle Atlantic	11	2,724	605	----	3	188	377
East North Central	9	2,168	409	----	6	156	248
South Atlantic	6	1,431	234	----	1	81	115
Pacific	5	1,177	329	----	1	76	170
Other divisions	12	2,853	643	----	1	206	350
$100,000 - $199,999	90	12,877	2,684	20.8	31	884	1,450
Middle Atlantic	19	2,758	581	----	7	180	317
East North Central	16	2,320	426	----	4	112	219
South Atlantic	16	2,296	495	----	7	179	261
East South Central	12	1,642	391	----	4	147	212
West South Central	5	720	172	----	3	46	70
Pacific	12	1,663	370	----	3	141	219
Other divisions	10	1,478	269	----	3	79	152
$50,000 - $99,999	63	4,552	997	21.9	32	340	538
New England	8	527	118	----	5	46	68
Middle Atlantic	17	1,331	300	----	8	92	183
East North Central	5	415	74	----	----	26	42
South Atlantic	8	540	117	----	4	47	68
West South Central	5	301	76	----	3	29	41
Pacific	13	869	181	----	9	54	92
Other divisions	7	569	131	----	3	46	64
$10,000 - $49,999	98	2,790	674	24.2	84	287	344
Middle Atlantic	18	428	114	----	8	45	59
East North Central	15	437	106	----	12	56	60
West North Central	11	296	71	----	9	28	34
South Atlantic	9	274	59	----	8	23	24
West South Central	5	127	35	----	5	17	17
Mountain	14	406	103	----	9	44	57
Pacific	18	537	133	----	9	51	69
Other divisions	8	285	53	----	6	23	24
Under $10,000	19	114	29	25.4	18	18	11
East North Central	5	25	6	----	6	2	1
Other divisions	14	89	23	----	12	16	10
OIL WELL SUPPLY HOUSES	895	179,059	18,757	10.5	218	5,125	9,307
$1,000,000 and over	23	38,760	3,156	8.1	----	611	1,421
West South Central	15	24,290	2,214	----	----	411	1,023
Other divisions	8	14,470	942	----	----	200	398
$500,000 - $999,999	55	38,114	2,684	7.0	1	607	1,295
East North Central	6	4,032	150	----	----	39	80
West South Central	40	27,928	2,280	----	1	500	1,083
Other divisions	9	6,154	254	----	----	68	132
MACHINERY—EQUIPMENT—SUPPLIES—Con.							
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES—Con.							
OIL WELL SUPPLY HOUSES—Con.							
$300,000 - $499,999	78	$29,308	$2,617	8.9	9	701	$1,381
Middle Atlantic	5	1,838	278	----	3	99	185
East North Central	10	3,659	289	----	----	73	142
West South Central	47	17,716	1,492	----	1	388	744
Pacific	10	3,669	402	----	5	109	221
Other divisions	6	2,426	156	----	----	34	89
$200,000 - $299,999	104	24,675	2,634	10.7	8	681	1,318
East North Central	18	4,477	431	----	1	101	212
West North Central	5	1,194	81	----	----	19	33
West South Central	62	14,299	1,311	----	3	331	591
Pacific	9	2,228	442	----	3	129	276
Other divisions	10	2,477	369	----	1	101	206
$100,000 - $199,999	203	29,201	3,622	12.4	24	1,052	1,748
Middle Atlantic	11	1,321	193	----	2	61	99
East North Central	15	2,082	211	----	1	55	90
West North Central	18	2,479	232	----	1	71	125
West South Central	122	18,125	2,242	----	12	652	1,032
Mountain	9	1,227	163	----	----	59	91
Pacific	21	2,973	453	----	8	126	254
Other divisions	7	994	128	----	----	28	57
$50,000 - $99,999	163	12,397	2,426	19.6	54	843	1,315
Middle Atlantic	9	643	112	----	1	39	62
East North Central	14	1,059	135	----	1	49	74
West North Central	14	992	130	----	5	42	80
West South Central	95	7,421	1,520	----	30	543	822
Mountain	5	367	61	----	----	20	36
Pacific	21	1,562	395	----	15	129	232
Other divisions	5	353	73	----	2	21	29
$10,000 - $49,999	220	6,324	1,530	24.2	98	590	789
Middle Atlantic	9	242	38	----	3	18	21
East North Central	11	328	78	----	6	32	38
West North Central	25	743	183	----	3	90	105
South Atlantic	5	172	32	----	----	11	16
East South Central	5	144	31	----	2	15	17
West South Central	125	3,554	883	----	57	323	435
Pacific	34	1,011	250	----	24	91	143
Other divisions	6	130	35	----	3	10	14
Under $10,000	49	280	88	31.4	24	40	40
East North Central	7	41	9	----	2	5	5
West South Central	19	108	34	----	7	19	18
Pacific	15	93	34	----	9	12	15
Other divisions	8	38	11	----	6	4	4
POWER PLANT AND POWER TRANSMISSION	88	(x)	(x)	(x)	(x)	(x)	(x)
PRINTING AND LITHOGRAPHING (Except paper)	151	10,909	3,494	32.0	103	1,228	2,102
ROPE, CORDAGE, AND TWINE	53	12,717	1,804	14.2	20	479	978
TEXTILE	74	8,387	1,912	22.8	44	583	1,014
USED MACHINERY AND EQUIPMENT	286	15,163	4,107	27.1	247	1,338	2,031
$200,000 and over	12	4,163	1,144	27.5	7	235	529
$100,000 - $199,999	23	3,211	869	27.1	27	279	455
Middle Atlantic	8	1,168	325	----	10	123	204
Other divisions	15	2,043	544	----	17	156	251
$50,000 - $99,999	54	3,849	934	24.3	42	336	482
Middle Atlantic	20	1,435	379	----	9	112	198
East North Central	11	804	164	----	11	67	92
West South Central	9	664	146	----	12	82	65
Pacific	5	339	77	----	5	20	27
Other divisions	9	607	168	----	5	75	102
$10,000 - $49,999	149	3,629	1,049	28.9	128	427	507
New England	10	283	83	----	7	33	48
Middle Atlantic	55	1,355	420	----	43	134	198
East North Central	26	512	133	----	22	54	64
West South Central	32	763	210	----	26	122	101
Pacific	15	398	115	----	20	44	54
Other divisions	11	318	88	----	8	40	42

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.						
INDUSTRIAL MACHINERY, EQUIPMENT AND SUPPLIES—Con.							
USED MACHINERY AND EQUIPMENT—Con.							
Under $10,000	48	$311	$111	35.7	45	59	$58
Middle Atlantic	14	84	27	----	11	12	11
East North Central	11	69	24	----	12	12	9
West South Central	9	55	26	----	10	16	17
Pacific	7	61	18	----	5	10	12
Other divisions	7	42	16	----	7	9	9
ALL OTHER	1,539	171,984	35,399	20.6	944	10,554	19,347
$1,000,000 and over	25	39,918	6,434	16.1	2	1,570	3,530
Middle Atlantic	9	16,028	2,319	----	----	432	1,414
East North Central	8	10,820	1,863	----	----	488	1,051
Other divisions	8	13,070	2,252	----	2	650	1,065
$500,000 - $999,999	29	19,158	3,161	16.5	4	732	1,689
Middle Atlantic	11	6,738	1,256	----	3	281	666
East North Central	8	5,295	1,089	----	----	252	597
Other divisions	10	7,125	816	----	1	199	426
$300,000 - $499,999	49	18,732	3,392	18.1	19	942	1,865
Middle Atlantic	10	3,989	783	----	13	190	450
East North Central	7	2,659	475	----	----	148	266
West North Central	5	1,948	409	----	2	114	220
South Atlantic	5	1,876	348	----	----	126	204
West South Central	8	2,964	407	----	1	100	193
Pacific	9	3,129	619	----	1	135	313
Other divisions	5	2,187	351	----	2	129	219
$200,000 - $299,999	109	26,144	5,771	22.1	38	1,618	3,202
New England	9	2,196	462	----	3	119	260
Middle Atlantic	22	4,997	1,246	----	7	298	667
East North Central	29	7,252	1,648	----	9	411	957
West North Central	16	3,702	848	----	9	337	460
South Atlantic	6	1,461	243	----	1	64	121
West South Central	5	1,151	253	----	----	86	149
Pacific	15	3,650	762	----	4	206	409
Other divisions	7	1,735	309	----	5	95	179
$100,000 - $199,999	197	27,765	6,702	24.1	67	1,912	3,818
New England	18	2,335	472	----	2	123	270
Middle Atlantic	57	8,068	2,256	----	21	578	1,316
East North Central	43	5,739	1,344	----	14	373	752
West North Central	17	2,474	548	----	5	150	277
South Atlantic	13	1,629	327	----	5	113	177
West South Central	15	2,104	444	----	3	150	220
Pacific	28	4,271	1,073	----	12	340	685
Other divisions	8	1,145	238	----	5	85	121
$50,000 - $99,999	314	22,224	5,268	23.7	170	1,829	2,890
New England	17	1,196	301	----	7	90	168
Middle Atlantic	85	5,923	1,443	----	53	494	817
East North Central	88	8,322	1,518	----	41	477	829
West North Central	21	1,491	315	----	14	133	189
South Atlantic	12	846	231	----	11	109	127
East South Central	10	672	126	----	10	54	75
West South Central	19	1,373	262	----	7	106	120
Mountain	6	398	80	----	5	19	30
Pacific	56	4,003	992	----	22	347	535
$10,000 - $49,999	640	16,956	4,316	25.5	489	1,768	2,185
New England	51	1,332	343	----	26	148	192
Middle Atlantic	192	5,367	1,322	----	152	559	708
East North Central	165	4,190	1,122	----	116	448	555
West North Central	52	1,366	330	----	53	139	143
South Atlantic	32	784	185	----	26	86	93
East South Central	9	195	54	----	7	27	31
West South Central	42	1,205	266	----	31	103	119
Mountain	15	338	89	----	12	37	41
Pacific	82	2,199	605	----	66	221	303
Under $10,000	176	1,087	355	32.7	155	185	168
New England	14	91	32	----	11	23	20
Middle Atlantic	56	341	115	----	51	60	57
East North Central	37	232	79	----	33	39	39
West North Central	21	131	42	----	20	17	16
South Atlantic	5	36	10	----	3	6	7
West South Central	12	69	20	----	10	14	8
Pacific	23	155	50	----	22	20	17
Other divisions	8	32	7	----	5	6	4

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.						
PROFESSIONAL EQUIPMENT AND SUPPLIES:							
DENTAL SUPPLY HOUSES	328	$33,732	$9,655	28.6	153	3,395	$5,564
$200,000 and over	48	16,326	5,021	30.8	17	1,700	2,983
New England	5	1,444	496	----	----	183	327
Middle Atlantic	13	5,379	1,598	----	10	515	908
East North Central	5	1,961	581	----	7	225	408
West North Central	6	2,078	656	----	----	236	381
Pacific	9	2,590	824	----	----	273	461
Other divisions	10	2,874	866	----	----	268	498
$100,000 - $199,999	59	8,610	2,458	28.5	13	832	1,381
New England	5	628	171	----	----	60	85
Middle Atlantic	14	2,218	632	----	5	188	344
East North Central	9	1,448	476	----	----	170	304
West North Central	6	917	236	----	----	82	114
South Atlantic	7	899	290	----	3	104	183
West South Central	6	799	217	----	4	81	99
Pacific	7	992	227	----	----	68	122
Other divisions	5	709	209	----	1	79	130
$50,000 - $99,999	80	5,591	1,399	25.0	27	522	821
New England	5	322	81	----	3	32	52
Middle Atlantic	23	1,640	425	----	11	160	254
East North Central	11	769	214	----	3	88	115
West North Central	10	734	201	----	2	74	123
South Atlantic	10	646	161	----	3	56	95
West South Central	5	346	88	----	1	31	51
Pacific	8	590	99	----	3	36	53
Other divisions	8	544	130	----	1	45	78
$10,000 - $49,999	113	3,037	723	23.8	73	310	354
New England	6	147	48	----	4	23	23
Middle Atlantic	31	830	177	----	23	84	86
East North Central	23	610	148	----	15	56	72
West North Central	8	213	53	----	5	21	31
South Atlantic	10	239	53	----	5	22	23
West South Central	6	137	42	----	6	14	17
Pacific	20	604	144	----	13	64	71
Other divisions	9	257	58	----	2	26	31
Under $10,000	28	168	54	32.1	23	31	25
Middle Atlantic	7	45	16	----	6	9	9
East North Central	6	39	12	----	5	4	4
Pacific	6	34	10	----	5	7	4
Other divisions	9	50	16	----	7	11	8
RELIGIOUS SUPPLY HOUSES	92	8,308	2,278	27.4	71	721	1,220
SCHOOL EQUIPMENT AND SUPPLIES	134	21,324	5,408	25.4	67	1,904	2,778
SURGICAL, MEDICAL, AND HOSPITAL	368	50,254	13,225	26.3	179	4,133	8,107
$500,000 and over	13	14,991	3,775	25.2	2	1,031	2,351
Middle Atlantic	5	4,595	907	----	2	315	633
Other divisions	8	10,396	2,868	----	----	716	1,718
$200,000 - $499,999	53	15,727	4,261	27.1	19	1,265	2,702
Middle Atlantic	13	4,077	1,244	----	4	356	801
East North Central	16	5,058	1,409	----	7	420	888
South Atlantic	8	2,329	530	----	6	132	326
Pacific	6	1,450	392	----	2	115	264
Other divisions	10	2,813	686	----	----	242	425
$100,000 - $199,999	75	10,248	2,714	26.5	19	898	1,647
New England	6	850	255	----	1	90	184
Middle Atlantic	18	2,578	599	----	4	198	338
East North Central	13	1,755	587	----	2	198	348
West North Central	10	1,422	382	----	5	134	229
South Atlantic	8	982	226	----	2	54	135
Pacific	11	1,408	352	----	4	111	205
Other divisions	9	1,253	313	----	1	113	208
$50,000 - $99,999	83	6,108	1,562	25.6	40	576	924
Middle Atlantic	33	2,346	611	----	16	215	356
East North Central	11	853	263	----	4	89	158
West North Central	10	729	178	----	6	87	117
South Atlantic	7	514	133	----	2	41	73
Pacific	10	715	170	----	6	53	98
Other divisions	12	951	207	----	6	91	124

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.						
PROFESSIONAL EQUIPMENT AND SUPPLIES—Con.							
SURGICAL, MEDICAL, AND HOSPITAL—Con.							
$10,000 - $49,999	118	$3,009	$865	28.7	79	340	$465
Middle Atlantic	55	1,336	362	-----	39	142	192
East North Central	19	460	149	-----	11	48	78
West North Central	9	188	52	-----	8	19	24
South Atlantic	5	158	43	-----	4	19	19
West South Central	8	214	70	-----	5	33	43
Pacific	16	459	139	-----	9	60	93
Other divisions	6	194	50	-----	3	19	18
Under $10,000	26	171	48	28.1	20	23	18
Middle Atlantic	11	69	21	-----	8	8	5
East North Central	7	48	12	-----	6	7	6
Other divisions	8	54	15	-----	8	8	7
ALL OTHER	110	13,427	3,276	24.4	55	1,129	1,936
SERVICE EQUIPMENT AND SUPPLIES:							
BARBER AND BEAUTY SUPPLY HOUSES	853	44,543	14,479	32.5	672	5,108	7,342
$200,000 and over	30	11,318	4,292	37.9	21	1,180	2,143
$100,000 - $199,999	74	10,129	3,303	32.6	56	1,130	1,700
New England	5	751	217	-----	4	65	100
Middle Atlantic	24	3,141	983	-----	32	336	526
East North Central	16	2,322	775	-----	10	255	391
South Atlantic	6	784	289	-----	1	86	109
East South Central	6	868	198	-----	2	74	105
Pacific	7	983	360	-----	1	124	216
Other divisions	10	1,480	501	-----	6	190	253
$50,000 - $99,999	179	12,524	3,874	30.9	113	1,499	2,105
New England	12	774	226	-----	7	87	122
Middle Atlantic	32	2,180	728	-----	15	308	429
East North Central	46	3,185	933	-----	28	365	499
West North Central	12	931	291	-----	14	121	151
South Atlantic	20	1,502	433	-----	10	173	221
East South Central	9	708	214	-----	12	71	102
West South Central	18	1,218	400	-----	8	154	237
Mountain	8	539	159	-----	7	50	79
Pacific	22	1,489	492	-----	14	170	285
$10,000 - $49,999	390	9,538	2,737	28.7	320	1,179	1,310
New England	23	477	137	-----	21	54	56
Middle Atlantic	105	2,584	762	-----	82	303	339
East North Central	71	1,748	504	-----	58	226	250
West North Central	36	845	266	-----	23	122	134
South Atlantic	50	1,289	381	-----	40	177	203
East South Central	17	461	119	-----	12	51	60
West South Central	42	1,016	285	-----	35	133	153
Mountain	8	184	54	-----	8	23	25
Pacific	38	934	229	-----	41	90	110
Under $10,000	180	1,034	273	26.4	162	120	84
New England	14	77	21	-----	11	12	8
Middle Atlantic	51	294	84	-----	46	39	25
East North Central	55	306	83	-----	46	35	23
West North Central	13	82	14	-----	12	8	6
South Atlantic	14	91	28	-----	11	13	12
West South Central	13	85	10	-----	14	3	2
Pacific	13	94	24	-----	13	7	6
Other divisions	7	45	9	-----	9	3	2
LAUNDRY AND DRY CLEANING	203	34,963	7,228	20.7	80	1,820	3,773
$300,000 and over	31	18,912	3,255	17.2	1	756	1,710
Middle Atlantic	9	6,418	1,154	-----	-----	242	609
East North Central	8	3,280	557	-----	-----	127	328
Pacific	8	4,759	775	-----	-----	190	424
Other divisions	8	4,455	769	-----	1	197	349
$200,000 - $299,999	21	5,311	1,258	23.7	2	278	689
Middle Atlantic	6	1,547	391	-----	-----	82	215
East North Central	6	1,541	355	-----	1	82	213
Other divisions	9	2,223	512	-----	1	114	281
SERVICE EQUIPMENT AND SUPPLIES—Con.							
LAUNDRY AND DRY CLEANING—Con.							
$100,000 - $199,999	37	$5,343	$1,383	25.5	12	323	$680
East North Central	6	819	230	-----	-----	51	129
West North Central	5	742	215	-----	-----	59	118
South Atlantic	8	855	199	-----	3	43	87
West South Central	6	836	200	-----	2	52	106
Other divisions	14	2,091	519	-----	7	118	240
$50,000 - $99,999	49	3,710	971	26.2	18	297	499
Middle Atlantic	8	602	165	-----	3	59	101
East North Central	13	1,032	226	-----	3	79	117
Pacific	9	630	174	-----	5	46	82
Other divisions	19	1,446	406	-----	7	113	199
Under $50,000	65	1,687	381	22.8	47	166	195
Middle Atlantic	13	303	87	-----	8	29	37
East North Central	13	346	79	-----	8	37	52
West North Central	10	252	57	-----	5	22	22
South Atlantic	7	225	59	-----	7	35	32
Pacific	12	272	60	-----	11	24	28
Other divisions	10	289	59	-----	8	19	24
TAILORS' SUPPLIES	64	2,809	565	20.1	67	202	280
UNDERTAKERS' SUPPLIES	107	4,545	1,277	28.1	88	417	818
UPHOLSTERERS' SUPPLIES	199	26,146	8,015	23.0	114	1,752	3,063
$300,000 and over	27	12,388	2,969	24.0	7	764	1,538
Middle Atlantic	13	8,100	1,502	-----	2	337	786
East North Central	7	3,169	800	-----	3	190	379
Other divisions	7	3,119	667	-----	2	237	373
$200,000 - $299,999	13	3,098	638	20.5	9	206	325
Middle Atlantic	8	1,901	318	-----	9	78	130
Other divisions	5	1,197	318	-----	-----	128	195
$100,000 - $199,999	48	6,618	1,581	23.9	17	498	819
Middle Atlantic	24	3,285	806	-----	12	260	424
East North Central	13	1,825	429	-----	4	128	213
Other divisions	11	1,508	346	-----	1	110	182
$50,000 - $99,999	30	2,144	424	19.8	17	151	200
Middle Atlantic	16	1,157	264	-----	7	81	124
Pacific	5	330	57	-----	3	16	28
Other divisions	9	857	103	-----	7	34	48
Under $50,000	81	1,898	405	21.3	64	153	181
New England	9	213	42	-----	3	18	23
Middle Atlantic	37	821	160	-----	40	55	81
East North Central	11	237	43	-----	7	19	23
South Atlantic	5	95	36	-----	1	15	19
Pacific	12	341	89	-----	8	29	40
Other divisions	7	191	35	-----	5	17	15
ALL OTHER	597	34,482	8,236	23.9	437	3,035	4,735
$200,000 and over	34	11,814	2,321	19.8	13	706	1,394
Middle Atlantic	16	6,704	1,238	-----	8	364	732
East North Central	6	1,639	503	-----	1	201	341
Other divisions	12	3,471	580	-----	4	141	321
$100,000 - $199,999	55	7,692	1,913	24.9	28	847	1,130
New England	5	691	136	-----	1	39	85
Middle Atlantic	18	2,849	595	-----	13	218	351
East North Central	18	2,265	828	-----	5	212	354
Pacific	5	759	164	-----	1	59	104
Other divisions	11	1,328	390	-----	8	119	236
$50,000 - $99,999	94	8,657	1,680	25.2	85	611	927
Middle Atlantic	35	2,507	549	-----	24	218	298
East North Central	20	1,374	385	-----	14	152	238
West North Central	9	600	156	-----	9	53	68
South Atlantic	7	533	141	-----	4	56	79
West South Central	6	402	118	-----	2	41	68
Pacific	9	670	151	-----	9	41	79
Other divisions	8	571	180	-----	3	50	97

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	MACHINERY—EQUIPMENT—SUPPLIES—Con.						
SERVICE EQUIPMENT AND SUPPLIES—Con.							
ALL OTHER—Con.							
$10,000 - $49,999	299	$7,632	$2,120	27.8	222	968	$1,198
New England	17	401	103	---	10	44	58
Middle Atlantic	107	2,706	753	---	77	313	418
East North Central	59	1,446	419	---	45	193	230
West North Central	35	935	265	---	29	124	153
South Atlantic	24	622	171	---	18	89	106
East South Central	8	165	43	---	6	23	30
West South Central	17	492	143	---	9	66	83
Mountain	5	135	32	---	5	27	22
Pacific	27	730	191	---	23	89	98
Under $10,000	115	687	202	29.4	109	103	88
New England	11	58	19	---	9	12	9
Middle Atlantic	39	233	72	---	38	29	31
East North Central	20	121	42	---	17	21	14
West North Central	16	104	23	---	16	18	10
South Atlantic	8	38	8	---	6	4	3
Pacific	16	92	23	---	19	12	11
Other divisions	7	41	15	---	4	7	8
TRANSPORTATION EQUIPMENT AND SUPPLIES:							
AIRCRAFT AND AERONAUTICAL	11	(x)	(x)	(x)	(x)	(x)	(x)
RAILROAD	64	24,015	5,894	24.5	19	834	2,881
MARINE	149	21,020	4,284	20.4	62	1,294	2,407
OTHER	13	781	165	21.1	7	71	85
	METALS AND METAL WORK (EXCEPT SCRAP)						
BUILDING METAL WORK	133	13,184	2,699	20.5	93	1,002	1,480
IRON AND STEEL PRODUCTS (General line)	92	75,628	14,721	19.5	30	4,103	8,402
IRON AND STEEL PRODUCTS (Semi-finished)	56	11,387	2,432	21.4	19	604	1,300
IRON AND STEEL PRODUCTS (Flat)	193	64,495	13,020	20.2	69	3,651	6,865
$1,000,000 and over	12	20,938	4,262	20.4	---	1,132	2,130
East North Central	6	11,900	2,521	---	---	706	1,247
Other divisions	6	9,036	1,741	---	---	426	883
$500,000 - $999,999	26	17,846	3,445	19.3	6	954	1,853
Middle Atlantic	6	4,528	907	---	---	188	465
East North Central	11	7,687	1,846	---	5	487	842
Other divisions	9	5,631	892	---	1	279	546
$300,000 - $499,999	29	11,078	2,197	19.8	5	597	1,188
Middle Atlantic	6	2,229	349	---	---	114	213
East North Central	15	5,869	1,280	---	4	318	680
Other divisions	8	2,980	568	---	1	165	295
$200,000 - $299,999	26	6,213	1,329	21.4	9	397	722
Middle Atlantic	13	3,129	693	---	5	185	346
East North Central	6	1,497	303	---	2	113	193
Other divisions	7	1,587	333	---	2	99	183
$100,000 - $199,999	34	5,064	995	19.8	12	297	582
Middle Atlantic	13	1,930	451	---	5	117	252
East North Central	9	1,216	262	---	4	88	185
Pacific	7	1,128	162	---	3	52	88
Other divisions	5	792	120	---	---	40	77
$50,000 - $99,999	34	2,594	554	21.4	16	176	271
Middle Atlantic	17	1,265	280	---	10	79	121
East North Central	10	812	178	---	3	58	98
Other divisions	7	517	98	---	3	39	52
Under $50,000	32	764	238	31.2	21	98	119
Middle Atlantic	14	335	126	---	5	54	89
East North Central	8	195	55	---	3	17	22
Other divisions	10	234	57	---	13	27	28
WIRE AND WIRE PRODUCTS	60	5,915	1,359	23.0	37	411	678

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	METALS AND METAL WORK (EXCEPT SCRAP)—Con.						
IRON AND STEEL FINISHED PRODUCTS (Not elsewhere classified)	283	$53,709	$11437	21.3	158	3,389	$6,246
$1,000,000 and over	5	7,952	1,383	17.4	---	281	706
$500,000 - $999,999	24	15,859	3,177	20.0	4	986	1,827
Middle Atlantic	6	4,525	964	---	2	262	525
East North Central	8	5,006	945	---	1	376	599
Other divisions	10	6,328	1,268	---	1	348	703
$300,000 - $499,999	24	9,411	2,006	21.3	9	550	1,108
Middle Atlantic	13	5,220	1,122	---	7	327	572
East North Central	5	1,887	481	---	---	98	319
Other divisions	6	2,304	403	---	2	125	217
$200,000 - $299,999	28	7,025	1,465	20.9	6	403	867
New England	6	1,444	298	---	2	74	172
Middle Atlantic	13	3,290	699	---	2	242	436
Other divisions	9	2,291	468	---	2	87	259
$100,000 - $199,999	52	7,236	1,735	24.0	28	553	887
New England	5	641	156	---	7	52	69
Middle Atlantic	14	1,902	429	---	6	110	203
East North Central	11	1,583	460	---	3	129	267
West North Central	5	792	153	---	5	75	87
Pacific	11	1,454	375	---	3	104	183
Other divisions	6	864	162	---	4	83	78
$50,000 - $99,999	54	3,874	1,051	27.1	38	346	536
Middle Atlantic	22	1,481	455	---	20	143	247
East North Central	15	1,201	291	---	6	108	148
Other divisions	17	1,192	305	---	10	95	141
$10,000 - $49,999	82	2,266	592	26.1	65	253	299
New England	5	132	29	---	3	12	19
Middle Atlantic	24	576	144	---	27	61	73
East North Central	18	441	118	---	8	48	63
West North Central	8	277	83	---	4	40	43
West South Central	8	224	48	---	7	22	21
Pacific	13	417	99	---	14	41	49
Other divisions	8	199	71	---	2	29	31
Under $10,000	14	86	28	32.6	8	17	16
West South Central	6	38	11	---	4	9	8
Other divisions	8	48	17	---	4	8	8
COPPER	37	49,250	2,043	4.1	19	454	1,090
ALL OTHER	118	156,271	8,532	5.5	49	2,036	4,199
	PAPER AND ITS PRODUCTS						
WRAPPING OR COARSE PAPER AND PRODUCTS	1,656	291,926	50,853	17.4	1,118	16,350	28,916
$1,000,000 and over	34	65,739	8,954	13.6	8	2,338	5,069
Middle Atlantic	14	28,299	3,460	---	8	711	1,796
East North Central	7	15,376	1,829	---	---	503	1,131
Pacific	5	9,687	1,697	---	---	556	1,133
Other divisions	8	12,377	1,968	---	---	568	1,009
$500,000 - $999,999	99	65,414	11,570	17.7	30	3,283	6,835
New England	8	5,042	984	---	---	277	588
Middle Atlantic	35	23,505	3,829	---	10	1,005	2,212
East North Central	26	17,397	3,090	---	2	907	1,906
West North Central	8	4,682	924	---	3	244	536
South Atlantic	6	3,743	707	---	3	212	429
East South Central	5	3,998	717	---	7	259	439
Pacific	5	3,318	584	---	2	167	357
Other divisions	6	3,729	735	---	3	212	370
$300,000 - $499,999	126	47,290	8,873	18.8	39	2,801	5,125
New England	8	2,916	676	---	---	252	423
Middle Atlantic	41	15,666	2,872	---	22	857	1,853
East North Central	19	6,695	1,293	---	9	401	714
West North Central	15	5,683	1,028	---	3	324	605
South Atlantic	17	6,416	1,054	---	1	341	640
East South Central	7	2,648	565	---	2	170	307
West South Central	10	3,744	772	---	1	289	448
Pacific	9	3,522	613	---	1	167	335

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	PAPER AND ITS PRODUCTS—Con.						
WRAPPING OR COARSE PAPER AND PRODUCTS—Con.							
$200,000 - $299,999	137	$33,847	$6,308	18.7	65	2,082	$3,882
New England	9	2,195	453	----	----	132	287
Middle Atlantic	52	13,138	2,480	----	20	786	1,396
East North Central	25	6,211	1,256	----	17	465	792
West North Central	8	2,032	418	----	4	136	247
South Atlantic	17	4,121	701	----	3	251	423
East South Central	8	1,321	213	----	1	76	117
West South Central	4	983	201	----	4	69	123
Mountain	5	1,196	195	----	----	53	106
Pacific	11	2,450	391	----	18	134	191
$100,000 - $199,999	310	43,949	8,259	18.8	195	2,960	4,873
New England	43	6,153	1,235	----	23	433	878
Middle Atlantic	105	14,493	2,750	----	78	942	1,537
East North Central	82	9,105	1,605	----	41	562	918
West North Central	25	3,616	679	----	9	263	412
South Atlantic	29	4,115	785	----	14	305	460
East South Central	9	1,284	219	----	8	94	129
West South Central	11	1,404	251	----	4	109	144
Mountain	7	1,108	227	----	5	80	121
Pacific	19	2,671	528	----	13	172	274
$50,000 - $99,999	313	22,218	4,306	19.4	231	1,677	2,279
New England	34	2,345	468	----	24	188	237
Middle Atlantic	142	10,280	2,071	----	119	755	1,053
East North Central	54	3,671	663	----	40	263	387
West North Central	20	1,490	286	----	9	134	173
South Atlantic	26	1,828	365	----	13	140	196
West South Central	14	932	150	----	3	68	94
Pacific	18	1,186	218	----	17	93	118
Other divisions	7	486	87	----	6	38	43
$10,000 - $49,999	482	12,724	2,378	18.7	410	1,120	1,185
New England	57	1,500	292	----	53	138	150
Middle Atlantic	224	5,809	1,058	----	181	456	492
East North Central	89	2,402	440	----	77	228	230
West North Central	20	514	101	----	17	55	49
South Atlantic	30	851	161	----	24	79	105
East South Central	10	315	50	----	9	32	25
West South Central	9	245	51	----	8	25	27
Mountain	5	100	18	----	4	4	8
Pacific	38	988	209	----	37	103	99
Under $10,000	155	945	205	21.7	140	89	68
New England	13	74	13	----	8	5	4
Middle Atlantic	87	412	83	----	65	25	19
East North Central	28	181	40	----	24	24	22
West North Central	14	89	15	----	12	7	5
South Atlantic	11	74	18	----	11	8	5
Pacific	13	74	19	----	14	8	6
Other divisions	9	81	17	----	8	12	7
PRINTING AND WRITING PAPERS	418	183,438	28,931	15.8	116	8,046	17,208
$500,000 and over	110	133,679	19,429	14.5	3	5,070	11,729
New England	8	8,541	1,273	----	----	348	773
Middle Atlantic	42	48,906	7,432	----	3	1,885	4,531
East North Central	37	55,049	7,331	----	----	1,798	4,439
West North Central	11	8,257	1,311	----	----	393	772
South Atlantic	8	6,995	730	----	----	214	462
Other divisions	8	7,931	1,352	----	----	432	752
$300,000 - $499,999	58	22,075	3,939	17.8	5	1,189	2,376
Middle Atlantic	17	6,585	1,431	----	----	408	881
East North Central	13	5,221	775	----	1	213	454
West North Central	5	1,819	251	----	----	80	129
South Atlantic	12	4,819	798	----	1	268	486
Other divisions	9	3,851	688	----	3	202	426
$200,000 - $299,999	41	9,960	1,989	20.0	4	842	1,185
Middle Atlantic	12	2,841	582	----	3	202	363
East North Central	7	1,898	315	----	----	101	158
South Atlantic	7	1,877	330	----	----	111	212
Other divisions	15	3,744	762	----	1	228	434
$100,000 - $199,999	85	12,138	2,426	20.0	23	739	1,344
New England	8	979	171	----	----	45	99
Middle Atlantic	40	5,518	1,139	----	17	338	618
East North Central	9	1,306	254	----	----	83	157
West North Central	8	1,193	262	----	----	80	152
South Atlantic	5	894	138	----	----	42	80
PRINTING AND WRITING PAPERS—Con.							
$100,000 - $199,999—Con.							
East South Central	5	$693	$116	----	----	39	$65
Pacific	7	972	187	----	8	82	103
Other divisions	5	781	159	----	----	50	70
$50,000 - $99,999	56	4,074	798	19.8	24	283	439
Middle Atlantic	23	1,786	355	----	12	121	209
East North Central	7	527	107	----	3	37	56
South Atlantic	6	457	75	----	1	31	39
East South Central	5	323	55	----	1	18	30
Pacific	8	378	82	----	4	31	39
Other divisions	9	803	124	----	3	45	86
Under $50,000	68	1,514	350	23.1	57	143	155
New England	8	220	52	----	11	19	17
Middle Atlantic	36	821	184	----	27	70	80
Pacific	12	223	63	----	12	25	31
Other divisions	12	250	51	----	7	29	27
STATIONERY AND STATIONERY SUPPLIES	503	45,588	10,871	23.8	324	4,134	8,228
$300,000 and over	33	21,471	5,292	24.8	10	1,893	3,158
Middle Atlantic	19	12,356	2,877	----	4	1,099	1,823
East North Central	5	3,182	632	----	2	167	289
Other divisions	9	5,933	1,783	----	4	627	1,046
$200,000 - $299,999	15	3,557	770	21.8	8	318	447
Middle Atlantic	7	1,598	230	----	5	88	137
Other divisions	8	1,959	540	----	1	232	310
$100,000 - $199,999	57	7,727	1,777	23.0	28	618	971
Middle Atlantic	38	5,141	1,178	----	21	381	820
East North Central	10	1,290	263	----	4	96	148
Other divisions	9	1,296	336	----	3	141	203
$50,000 - $99,999	89	6,194	1,453	23.5	52	605	851
New England	7	408	85	----	5	43	52
Middle Atlantic	44	3,103	878	----	25	289	395
East North Central	17	1,245	313	----	12	127	190
West North Central	9	605	164	----	4	66	104
Pacific	8	455	112	----	3	39	50
Other divisions	6	380	103	----	3	41	60
$10,000 - $49,999	239	8,243	1,465	23.5	169	855	755
New England	20	585	163	----	14	72	84
Middle Atlantic	128	3,177	715	----	97	299	353
East North Central	37	987	240	----	20	106	131
West North Central	14	307	84	----	8	38	45
South Atlantic	9	324	82	----	10	39	34
Pacific	24	697	157	----	16	83	92
Other divisions	7	166	44	----	4	18	18
Under $10,000	70	396	114	28.8	59	45	44
Middle Atlantic	32	203	63	----	22	28	28
East North Central	14	78	23	----	12	9	9
West North Central	10	54	18	----	12	6	6
Pacific	6	22	5	----	8	1	2
Other divisions	8	39	7	----	5	1	1
WALLPAPER	276	20,350	6,713	33.0	118	2,064	3,118
$200,000 and over	19	6,697	2,158	32.2	7	700	1,184
East North Central	8	3,193	1,043	----	3	298	550
Other divisions	11	3,504	1,113	----	4	404	834
$100,000 - $199,999	30	4,317	1,445	33.5	8	375	637
Middle Atlantic	11	1,680	564	----	2	127	254
East North Central	8	1,084	318	----	----	98	183
South Atlantic	5	693	245	----	3	84	94
Other divisions	6	880	320	----	3	86	126
$50,000 - $99,999	74	5,240	1,666	31.8	28	517	748
Middle Atlantic	28	2,020	609	----	16	207	287
East North Central	17	1,198	368	----	1	107	178
West North Central	11	797	250	----	4	84	110
Pacific	6	381	139	----	3	34	59
Other divisions	12	866	300	----	4	85	134
$10,000 - $49,999	139	4,008	1,417	35.4	58	462	539
New England	6	155	58	----	3	17	31
Middle Atlantic	47	1,345	470	----	20	182	172

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	PAPER AND ITS PRODUCTS—Con.						
WALLPAPER—Con.							
$10,000 - $49,999—Con.							
East North Central	24	$724	$247	----	9	85	$99
West North Central	16	452	159	----	8	48	60
South Atlantic	23	641	186	----	14	66	72
East South Central	7	225	88	----	----	26	32
West South Central	5	164	80	----	----	22	28
Pacific	11	302	129	----	4	36	45
Under $10,000	14	88	29	33.0	15	10	10
Middle Atlantic	8	44	10	----	10	2	2
Other divisions	6	44	19	----	5	8	8
	PETROLEUM AND ITS PRODUCTS						
PETROLEUM AND ITS PRODUCTS	888	158,322	21,950	13.9	474	5,974	10,326
$1,000,000 and over	28	80,347	5,827	7.3	8	1,309	2,610
Middle Atlantic	12	29,163	2,550	----	8	490	1,100
East North Central	5	18,980	960	----	2	199	402
West North Central	5	21,152	1,755	----	----	474	817
Other divisions	6	11,052	562	----	----	146	291
$500,000 - $999,999	27	19,317	2,959	15.3	----	659	1,297
Middle Atlantic	15	10,924	1,800	----	----	308	717
Other divisions	12	8,393	1,159	----	----	351	580
$300,000 - $499,999	32	11,980	2,941	24.5	7	719	1,315
Middle Atlantic	12	4,750	1,059	----	2	228	455
East North Central	8	2,258	517	----	2	95	201
Other divisions	14	4,972	1,365	----	3	398	659
$200,000 - $299,999	38	9,339	1,764	18.9	13	505	924
East North Central	15	3,731	673	----	3	144	343
West North Central	6	1,433	349	----	1	68	161
West South Central	5	1,201	180	----	3	120	91
Other divisions	12	2,974	562	----	6	173	329
$100,000 - $199,999	120	16,966	3,598	21.2	51	997	1,662
Middle Atlantic	33	4,597	934	----	14	265	457
East North Central	24	3,429	756	----	7	194	397
West North Central	18	2,626	614	----	8	168	256
South Atlantic	13	1,830	371	----	5	112	146
West South Central	10	1,430	282	----	6	80	107
Pacific	12	1,603	286	----	7	78	132
Other divisions	10	1,451	355	----	4	100	187
$50,000 - $99,999	152	10,489	2,482	23.7	53	857	1,337
New England	21	1,425	274	----	9	90	137
Middle Atlantic	41	2,848	718	----	8	257	395
East North Central	28	1,902	482	----	12	183	278
West North Central	14	938	221	----	4	83	130
South Atlantic	14	1,029	204	----	8	67	115
West South Central	13	868	198	----	4	49	83
Pacific	14	930	263	----	5	82	131
Other divisions	7	531	122	----	5	46	70
$10,000 - $49,999	358	9,054	2,148	23.7	243	813	1,066
New England	21	637	120	----	13	52	75
Middle Atlantic	92	2,307	579	----	60	221	319
East North Central	74	1,856	454	----	52	168	202
West North Central	45	1,112	275	----	30	106	132
South Atlantic	34	795	184	----	26	68	90
East South Central	11	289	52	----	8	17	25
West South Central	37	1,004	231	----	21	94	106
Mountain	9	216	45	----	5	14	18
Pacific	35	838	208	----	28	73	99
Under $10,000	131	850	231	27.2	99	115	115
New England	5	33	15	----	3	9	8
Middle Atlantic	23	188	58	----	19	25	28
East North Central	35	208	54	----	21	27	29
West North Central	18	118	32	----	14	12	14
South Atlantic	7	42	11	----	4	7	8
West South Central	22	119	31	----	14	23	18
Mountain	5	31	9	----	8	3	1
Pacific	16	113	23	----	18	9	9

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES						
PLUMBING AND HEATING (General line)	675	$185,102	$32,118	17.4	207	10,244	$17,206
$500,000 and over	95	83,092	13,167	15.8	19	4,399	7,442
New England	7	5,786	1,152	----	3	411	711
Middle Atlantic	21	18,096	2,871	----	9	869	1,521
East North Central	11	9,496	1,634	----	3	503	990
West North Central	19	15,684	2,737	----	----	898	1,553
South Atlantic	26	25,424	3,394	----	----	1,250	1,791
Pacific	6	4,924	790	----	2	231	538
Other divisions	5	3,682	589	----	2	237	338
$300,000 - $499,999	102	38,425	7,035	18.3	8	2,235	3,773
New England	12	4,161	764	----	----	206	403
Middle Atlantic	36	13,727	2,380	----	5	658	1,298
East North Central	19	7,128	1,438	----	1	411	791
West North Central	7	2,556	520	----	----	191	301
South Atlantic	15	5,876	1,025	----	----	534	501
Pacific	7	2,651	570	----	----	145	315
Other divisions	6	2,328	338	----	2	90	164
$200,000 - $299,999	101	24,973	4,778	19.1	13	1,376	2,509
New England	18	4,370	883	----	3	241	501
Middle Atlantic	36	8,820	1,678	----	5	448	881
East North Central	17	4,384	843	----	2	252	473
South Atlantic	11	2,605	515	----	1	201	239
Pacific	5	1,329	261	----	----	61	110
Other divisions	14	3,465	598	----	2	173	305
$100,000 - $199,999	182	26,741	4,845	18.1	66	1,434	2,345
New England	44	6,574	1,217	----	15	342	655
Middle Atlantic	71	10,173	1,818	----	29	524	849
East North Central	23	3,387	656	----	7	198	327
West North Central	10	1,436	286	----	2	91	132
South Atlantic	21	3,302	559	----	7	175	243
Pacific	5	691	117	----	3	34	55
Other divisions	8	1,178	192	----	3	70	84
Under $100,000	195	11,871	2,293	19.3	101	800	1,137
New England	27	1,872	404	----	8	141	214
Middle Atlantic	108	6,425	1,187	----	59	405	565
East North Central	26	1,552	306	----	16	102	158
West North Central	9	496	82	----	4	36	38
South Atlantic	13	877	168	----	9	64	88
Mountain	5	222	56	----	2	19	32
Other divisions	7	427	90	----	3	33	42
HEATING (Including stoves and ranges)	361	35,880	8,533	23.8	189	2,640	4,592
$200,000 and over	44	18,381	3,994	21.7	11	1,040	2,122
Middle Atlantic	16	8,098	1,474	----	4	357	849
East North Central	8	2,733	874	----	2	203	425
West North Central	8	1,782	401	----	----	102	179
West South Central	5	2,297	384	----	1	78	159
Other divisions	9	3,471	861	----	4	300	510
$100,000 - $199,999	54	7,415	1,980	26.7	22	642	1,114
Middle Atlantic	13	1,794	517	----	5	173	299
East North Central	15	1,951	461	----	8	135	232
West North Central	9	1,200	397	----	1	142	284
South Atlantic	5	742	174	----	1	67	107
Pacific	5	748	166	----	3	36	58
Other divisions	7	980	265	----	4	89	134
$50,000 - $99,999	84	5,923	1,439	24.3	34	493	757
New England	8	631	129	----	3	45	60
Middle Atlantic	33	2,315	804	----	9	205	325
East North Central	17	1,154	278	----	8	84	146
West North Central	9	598	97	----	6	37	51
Pacific	9	639	163	----	7	52	88
Other divisions	8	586	168	----	1	70	87
$10,000 - $49,999	146	3,969	1,058	26.7	100	430	567
New England	16	484	105	----	14	52	57
Middle Atlantic	44	1,237	358	----	23	135	203
East North Central	34	937	242	----	29	85	110
West North Central	12	247	65	----	9	44	42
South Atlantic	6	193	39	----	5	14	19
East South Central	5	140	41	----	----	18	25
West South Central	4	110	29	----	2	10	14
Mountain	7	219	73	----	6	31	42
Pacific	18	402	106	----	12	41	55

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES—Con.						
HEATING (Including stoves and range)—Con.							
Under $10,000	33	$192	$62	32.3	22	35	$32
Middle Atlantic	14	83	26	---	6	17	16
East North Central	10	75	27	---	8	14	12
Other divisions	9	34	9	---	8	4	4
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES	916	129,282	22,878	17.7	497	7,248	12,200
$500,000 and over	43	33,258	5,412	16.3	9	1,712	3,083
Middle Atlantic	15	11,412	1,544	---	---	404	890
East North Central	10	7,091	1,282	---	5	367	732
Pacific	9	6,569	1,016	---	4	307	577
Other divisions	9	8,186	1,570	---	---	634	884
$300,000 - $499,999	60	23,155	3,650	15.8	10	1,081	2,069
New England	5	2,100	372	---	---	104	217
Middle Atlantic	23	8,777	1,191	---	4	337	664
East North Central	8	3,036	480	---	1	133	287
West South Central	8	2,994	529	---	4	190	299
Pacific	6	2,423	421	---	1	113	247
Other divisions	10	3,825	657	---	---	204	375
$200,000 - $299,999	92	21,929	4,198	19.1	30	1,270	2,263
New England	7	1,550	233	---	2	67	129
Middle Atlantic	28	6,552	1,352	---	5	436	622
East North Central	22	5,253	1,030	---	6	303	521
South Atlantic	5	1,216	310	---	3	105	181
West South Central	11	2,699	500	---	4	152	229
Pacific	13	3,126	483	---	9	130	238
Other divisions	8	1,531	290	---	1	77	145
$100,000 - $199,999	205	29,322	5,359	18.3	112	1,812	2,669
New England	20	2,583	524	---	3	145	270
Middle Atlantic	82	9,090	1,661	---	22	472	874
East North Central	41	5,953	1,211	---	15	386	650
West North Central	10	1,828	303	---	9	107	166
South Atlantic	19	2,717	496	---	11	138	203
West South Central	19	2,839	412	---	18	153	160
Pacific	28	3,809	577	---	30	159	277
Other divisions	6	923	175	---	4	54	69
$50,000 - $99,999	192	13,910	2,847	19.0	94	908	1,317
New England	12	827	184	---	4	57	85
Middle Atlantic	78	5,615	1,051	---	30	357	544
East North Central	38	2,793	583	---	25	190	250
West North Central	13	915	193	---	5	84	110
South Atlantic	7	491	99	---	1	31	54
West South Central	15	1,076	189	---	11	69	85
Pacific	25	1,814	307	---	14	93	140
Other divisions	8	379	81	---	4	27	49
$10,000 - $49,999	272	7,362	1,522	20.8	202	621	761
New England	24	712	167	---	16	83	80
Middle Atlantic	130	3,449	742	---	84	295	392
East North Central	48	1,318	238	---	38	106	119
West North Central	13	361	94	---	12	41	45
South Atlantic	18	411	84	---	13	40	38
West South Central	13	312	62	---	10	27	29
Pacific	21	585	104	---	23	34	45
Other divisions	7	236	31	---	4	15	15
Under $10,000	52	326	90	27.6	40	42	38
Middle Atlantic	23	153	40	---	15	21	20
East North Central	9	58	12	---	9	5	5
Pacific	11	64	14	---	12	5	4
Other divisions	9	53	24	---	4	11	9
ALL OTHER	252	24,542	5,853	23.8	132	1,898	3,232
$200,000 and over	28	12,448	2,928	23.5	3	760	1,679
Middle Atlantic	6	4,118	953	---	---	260	523
East North Central	9	3,371	924	---	2	183	508
Pacific	8	1,730	390	---	1	94	229
Other divisions	7	3,231	681	---	---	223	419
$100,000 - $199,999	40	5,674	1,380	24.3	13	395	755
Middle Atlantic	8	919	217	---	2	62	115
East North Central	10	1,503	339	---	4	72	171
West North Central	5	654	194	---	2	63	112
South Atlantic	5	842	142	---	---	40	71
Pacific	6	888	227	---	3	61	133
Other divisions	8	1,070	261	---	2	97	153

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES—Con.						
ALL OTHER—Con.							
$50,000 - $99,999	48	$3,412	$786	23.0	26	222	$411
Middle Atlantic	19	1,398	325	---	14	79	152
East North Central	7	516	161	---	2	48	109
West North Central	6	411	101	---	3	27	44
West South Central	6	410	94	---	2	32	43
Other divisions	10	677	105	---	5	36	63
$10,000 - $49,999	107	2,837	713	25.1	67	304	372
Middle Atlantic	27	672	162	---	10	72	95
East North Central	23	560	166	---	12	83	99
West North Central	20	528	114	---	19	37	43
South Atlantic	6	168	34	---	4	12	11
East South Central	8	190	62	---	3	34	36
West South Central	6	208	48	---	4	17	23
Pacific	14	380	89	---	12	40	50
Other divisions	5	131	38	---	3	9	15
Under $10,000	29	171	48	26.9	23	17	15
Middle Atlantic	14	72	24	---	10	7	8
East North Central	5	31	10	---	4	6	3
Pacific	5	27	5	---	4	1	1
Other divisions	5	41	7	---	5	3	3
	TOBACCO AND PRODUCTS (EXCEPT LEAF)						
TOBACCO AND PRODUCTS (Except leaf)	2,390	1066923	52,680	4.9	2,080	18,050	26,320
$1,000,000 and over	254	502,970	22,699	4.5	180	7,398	12,153
New England	22	44,820	2,015	---	18	855	1,055
Middle Atlantic	86	183,892	7,411	---	66	2,432	4,139
East North Central	64	117,100	4,955	---	28	1,645	2,748
West North Central	16	31,192	1,564	---	9	518	778
South Atlantic	20	45,700	3,149	---	14	850	1,480
East South Central	8	12,972	610	---	4	255	318
West South Central	12	23,622	1,027	---	9	412	542
Mountain	4	5,935	284	---	3	108	187
Pacific	22	37,737	1,884	---	29	523	928
$500,000 - $999,999	370	256,306	13,012	5.1	256	4,477	6,877
New England	36	24,571	1,255	---	21	422	819
Middle Atlantic	98	68,775	3,564	---	82	1,167	1,763
East North Central	85	58,529	2,877	---	63	1,048	1,600
West North Central	38	25,651	1,207	---	32	407	553
South Atlantic	41	29,481	1,680	---	25	589	874
East South Central	11	7,227	364	---	7	132	192
West South Central	22	14,768	565	---	19	241	285
Mountain	10	8,379	419	---	7	126	179
Pacific	29	20,925	1,081	---	20	345	612
$300,000 - $499,999	338	131,400	6,780	5.2	264	2,418	3,238
New England	24	9,578	516	---	10	162	222
Middle Atlantic	75	29,926	1,331	---	59	481	623
East North Central	88	33,981	1,889	---	58	668	942
West North Central	28	10,782	458	---	32	173	218
South Atlantic	30	11,537	746	---	25	268	366
East South Central	18	6,522	381	---	20	141	153
West South Central	31	11,793	475	---	22	205	246
Mountain	12	4,943	358	---	4	109	161
Pacific	32	12,338	626	---	34	211	307
$200,000 - $299,999	308	75,418	4,218	5.8	298	1,507	1,871
New England	35	8,699	518	---	32	166	202
Middle Atlantic	70	16,682	755	---	68	269	324
East North Central	86	18,179	913	---	68	339	453
West North Central	27	8,558	383	---	38	139	150
South Atlantic	33	7,799	544	---	27	204	252
East South Central	10	2,494	112	---	9	49	54
West South Central	24	5,695	339	---	18	123	135
Mountain	13	3,282	228	---	12	70	97
Pacific	30	8,050	424	---	26	148	204
$100,000 - $199,999	460	87,820	3,767	5.8	438	1,415	1,571
New England	41	5,888	382	---	27	129	154
Middle Atlantic	129	18,327	1,024	---	133	369	408
East North Central	97	14,800	810	---	90	291	341
West North Central	59	9,297	429	---	48	179	183
South Atlantic	42	8,011	384	---	41	188	185
East South Central	12	1,690	102	---	12	40	42
West South Central	31	4,633	239	---	17	106	110
Mountain	22	3,232	199	---	15	84	78
Pacific	27	4,144	218	---	55	69	90

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated business.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	TOBACCO AND PRODUCTS (EXCEPT LEAF)—Con.						
TOBACCO AND PRODUCTS (Except leaf)—Con.							
$50,000 - $99,999	315	$23,554	$1,458	6.2	303	547	$556
New England	22	1,658	98	---	20	34	36
Middle Atlantic	90	6,530	372	---	96	123	133
East North Central	59	4,276	293	---	54	110	114
West North Central	36	2,710	185	---	31	73	73
South Atlantic	40	2,852	165	---	33	72	69
East South Central	11	882	48	---	12	22	18
West South Central	26	2,298	138	---	29	53	54
Mountain	14	1,134	81	---	11	30	31
Pacific	17	1,214	78	---	17	30	28
$10,000 - $49,999	296	9,180	679	7.4	293	255	235
New England	23	805	70	---	22	25	31
Middle Atlantic	103	3,002	253	---	98	94	90
East North Central	55	1,651	106	---	57	31	28
West North Central	40	1,336	77	---	39	32	24
South Atlantic	29	871	69	---	25	34	26
East South Central	4	122	13	---	6	5	3
West South Central	13	420	25	---	15	10	6
Mountain	5	164	12	---	6	6	5
Pacific	24	809	54	---	25	18	22
Under $10,000	49	277	49	17.7	50	33	21
Middle Atlantic	19	110	24	---	21	15	10
East North Central	10	52	9	---	11	4	3
West North Central	6	39	7	---	7	5	3
Pacific	5	21	2	---	4	---	---
Other divisions	9	55	7	---	7	9	5
	WASTE MATERIALS						
IRON AND STEEL SCRAP	1,851	298,252	40,036	13.4	1,734	15,354	18,044
$1,000,000 and over	51	150,607	11,619	7.7	24	1,998	4,173
Middle Atlantic	9	42,709	4,780	---	7	492	1,178
East North Central	23	72,807	4,098	---	6	764	1,776
West North Central	8	9,256	826	---	7	194	323
Pacific	5	12,879	730	---	4	210	350
Other divisions	8	12,956	1,185	---	---	338	546
$500,000 - $999,999	49	34,759	5,337	15.4	34	2,075	2,756
Middle Atlantic	15	10,366	1,445	---	14	755	700
East North Central	24	16,586	2,443	---	13	655	1,169
Other divisions	10	7,807	1,449	---	7	685	887
$300,000 - $499,999	69	26,515	4,918	18.5	52	1,926	2,415
Middle Atlantic	17	6,455	1,258	---	16	436	579
East North Central	22	8,330	1,790	---	16	553	850
South Atlantic	7	2,647	438	---	6	271	249
East South Central	5	1,884	387	---	---	254	235
West South Central	5	1,935	319	---	4	148	126
Pacific	6	2,547	260	---	6	87	144
Other divisions	7	2,717	466	---	4	177	232
$200,000 - $299,999	100	24,301	4,603	18.9	90	1,876	2,110
Middle Atlantic	33	8,182	1,591	---	28	590	733
East North Central	32	7,957	1,638	---	21	626	786
West North Central	9	2,251	339	---	14	203	162
South Atlantic	8	1,687	284	---	3	166	123
Pacific	8	1,463	282	---	9	78	96
Other divisions	12	2,781	469	---	15	213	210
$100,000 - $199,999	186	26,768	5,644	21.1	162	2,562	2,637
New England	13	1,684	392	---	6	167	199
Middle Atlantic	47	7,943	1,720	---	38	602	784
East North Central	60	8,046	1,667	---	60	740	813
West North Central	17	2,237	425	---	14	273	235
South Atlantic	13	1,926	441	---	10	243	182
East South Central	8	1,263	255	---	6	158	128
West South Central	13	1,738	303	---	13	223	129
Mountain	4	500	90	---	4	45	38
Pacific	11	1,429	351	---	11	111	149
$50,000 - $99,999	235	18,522	3,444	20.8	221	1,897	1,734
New England	19	1,302	309	---	12	169	196
Middle Atlantic	77	5,355	1,071	---	70	482	520
East North Central	58	4,003	868	---	54	459	412
West North Central	13	971	154	---	13	103	89
South Atlantic	19	1,367	301	---	17	229	170
East South Central	18	1,278	248	---	17	207	121

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	WASTE MATERIALS—Con.						
IRON AND STEEL SCRAP—Con.							
$50,000 - $99,999—Con.							
West South Central	19	$1,243	$285	---	16	153	$145
Other divisions	14	1,005	208	---	22	95	81
$10,000 - $49,999	640	16,198	3,769	23.3	646	2,429	1,891
New England	31	777	194	---	29	113	112
Middle Atlantic	160	4,116	1,055	---	178	556	499
East North Central	172	4,749	1,042	---	165	694	549
West North Central	75	1,745	306	---	86	215	146
South Atlantic	65	1,625	411	---	53	359	209
East South Central	22	446	115	---	23	86	56
West South Central	59	1,415	303	---	54	245	156
Mountain	8	152	41	---	10	15	18
Pacific	48	1,173	302	---	48	146	146
Under $10,000	521	2,584	702	27.2	505	591	328
New England	29	147	37	---	26	22	15
Middle Atlantic	127	588	171	---	129	112	76
East North Central	121	608	171	---	119	152	90
West North Central	88	419	101	---	84	90	48
South Atlantic	41	200	64	---	37	68	34
East South Central	28	153	31	---	29	38	16
West South Central	54	294	75	---	46	84	34
Mountain	5	26	9	---	5	3	2
Pacific	28	149	43	---	30	22	13
JUNK AND SCRAP (General line)	1,888	92,876	17,231	18.6	2,057	9,547	8,318
$500,000 and over	27	25,598	4,054	15.8	13	1,774	2,067
East North Central	10	7,276	1,265	---	1	622	674
Pacific	7	7,073	1,367	---	1	591	719
Other divisions	10	11,249	1,422	---	11	561	674
$300,000 - $499,999	24	8,669	1,325	15.3	31	646	609
East North Central	8	2,688	537	---	10	252	269
Other divisions	16	5,981	788	---	21	394	340
$200,000 - $299,999	33	8,066	1,604	19.9	37	677	711
New England	5	1,136	239	---	5	90	96
Middle Atlantic	8	2,037	299	---	11	129	135
East North Central	12	3,100	674	---	12	309	296
Other divisions	8	1,793	392	---	9	149	184
$100,000 - $199,999	116	16,199	3,163	19.5	135	1,821	1,568
New England	12	1,557	292	---	8	136	140
Middle Atlantic	18	2,536	401	---	23	226	206
East North Central	45	6,302	1,402	---	45	721	656
West North Central	11	1,555	222	---	17	127	105
South Atlantic	12	1,670	354	---	14	262	196
East South Central	5	733	146	---	8	133	83
Pacific	7	1,033	208	---	10	99	108
Other divisions	6	813	138	---	10	117	74
$50,000 - $99,999	199	13,815	2,597	18.8	250	1,546	1,264
New England	13	905	135	---	13	71	84
Middle Atlantic	47	3,205	590	---	61	323	257
East North Central	70	5,018	1,006	---	90	583	486
West North Central	20	1,355	220	---	35	148	112
South Atlantic	16	1,027	196	---	15	142	102
East South Central	9	628	110	---	10	73	59
West South Central	7	518	114	---	4	62	56
Mountain	5	301	52	---	8	29	27
Pacific	12	858	174	---	14	115	101
$10,000 - $49,999	743	16,867	3,577	21.2	803	2,383	1,717
New England	63	1,386	329	---	53	215	183
Middle Atlantic	192	4,257	875	---	229	476	367
East North Central	238	5,422	1,175	---	253	818	577
West North Central	68	1,541	266	---	69	173	121
South Atlantic	62	1,479	356	---	63	294	181
East South Central	25	559	132	---	28	119	73
West South Central	27	662	134	---	28	111	70
Mountain	18	492	83	---	16	58	42
Pacific	50	1,069	227	---	64	119	103
Under $10,000	746	3,662	911	24.9	788	700	380
New England	77	375	83	---	79	60	36
Middle Atlantic	225	1,047	238	---	251	147	79
East North Central	173	938	276	---	182	209	126
West North Central	91	399	82	---	92	78	38
South Atlantic	64	331	90	---	64	94	44
East South Central	18	95	27	---	19	29	13

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	WASTE MATERIALS—Con.						
JUNK AND SCRAP (General line)—Con.							
Under $10,000—Con.							
West South Central	45	$188	$46	---	47	48	$22
Mountain	5	33	10	---	5	7	4
Pacific	48	256	59	---	49	28	18
WASTE PAPER, RAGS, AND RUBBER	1,118	132,686	24,794	18.7	998	11,608	13,058
$500,000 and over	50	61,830	8,900	14.4	11	3,211	4,774
New England	9	11,066	1,585	---	4	465	743
Middle Atlantic	26	33,590	4,505	---	1	1,411	2,327
East North Central	9	12,058	2,159	---	8	1,065	1,319
Other divisions	6	5,118	651	---	---	270	385
$200,000 - $499,999	98	32,160	6,561	20.4	44	2,845	3,347
Middle Atlantic	37	11,209	2,326	---	15	867	1,138
East North Central	20	8,472	1,676	---	6	753	866
Pacific	10	3,467	767	---	7	306	427
Other divisions	31	9,012	1,792	---	16	919	918
$100,000 - $199,999	114	15,557	3,423	22.0	65	1,929	1,834
New England	15	2,025	426	---	9	182	199
Middle Atlantic	50	6,953	1,215	---	37	592	608
East North Central	23	3,093	853	---	10	566	462
West North Central	5	630	294	---	---	191	183
South Atlantic	7	1,109	205	---	5	162	151
Pacific	7	890	214	---	1	78	115
Other divisions	7	857	216	---	3	158	116
$50,000 - $99,999	183	11,495	2,769	24.1	148	1,635	1,485
New England	18	1,279	325	---	24	178	162
Middle Atlantic	79	5,540	1,214	---	78	668	635
East North Central	31	2,313	595	---	24	359	332
West North Central	9	636	172	---	5	115	90
South Atlantic	8	461	121	---	5	111	76
Pacific	12	866	217	---	11	111	123
Other divisions	6	400	125	---	1	93	87
$10,000 - $49,999	396	10,127	2,692	26.6	389	1,687	1,428
New England	59	1,524	440	---	45	265	234
Middle Atlantic	196	4,832	1,205	---	223	843	595
East North Central	65	1,676	425	---	63	304	229
West North Central	20	568	205	---	12	151	129
South Atlantic	25	668	168	---	21	132	88
East South Central	5	236	68	---	3	61	51
Pacific	19	440	124	---	16	60	69
Other divisions	7	183	57	---	6	51	33
Under $10,000	297	1,517	449	29.8	341	321	190
New England	25	128	41	---	23	32	21
Middle Atlantic	179	900	259	---	224	140	97
East North Central	42	215	60	---	42	52	30
West North Central	18	84	26	---	18	29	16
South Atlantic	12	71	25	---	12	34	12
Pacific	11	68	19	---	12	12	7
Other divisions	10	51	19	---	10	22	7
NON-FERROUS METALS	389	49,073	5,126	10.4	378	2,004	2,484
$500,000 and over	24	23,085	1,814	7.9	11	606	977
Middle Atlantic	9	7,588	664	---	5	212	360
East North Central	6	7,906	510	---	3	150	262
Other divisions	9	7,591	640	---	3	244	355
$200,000 - $499,999	35	11,432	1,107	9.7	44	400	517
Middle Atlantic	9	3,280	252	---	9	85	114
East North Central	15	4,846	518	---	18	167	255
Other divisions	11	3,306	337	---	19	148	148
$100,000 - $199,999	49	6,915	857	12.4	40	318	399
Middle Atlantic	17	2,355	243	---	12	79	92
East North Central	16	2,247	291	---	14	98	155
Other divisions	16	2,313	323	---	14	141	152
$50,000 - $99,999	55	4,326	701	16.2	57	263	289
New England	7	424	64	---	4	22	23
Middle Atlantic	18	1,272	229	---	17	52	88
East North Central	17	1,706	211	---	19	109	118
South Atlantic	5	351	96	---	8	31	17
Other divisions	8	573	101	---	9	49	45
NON-FERROUS METALS—Con.							
$10,000 - $49,999	112	$2,700	$486	18.0	118	295	$250
New England	8	244	39	---	8	25	22
Middle Atlantic	32	700	130	---	37	89	58
East North Central	37	937	187	---	39	93	78
West North Central	7	173	20	---	5	15	11
South Atlantic	10	213	45	---	7	32	20
West South Central	11	298	53	---	11	42	25
Pacific	7	135	32	---	9	19	16
Under $10,000	114	615	161	26.2	108	122	72
New England	5	25	10	---	8	---	---
Middle Atlantic	42	211	54	---	43	27	15
East North Central	32	159	39	---	29	32	22
West North Central	12	68	20	---	10	15	10
South Atlantic	6	30	12	---	2	18	8
West South Central	9	62	15	---	8	20	7
Other divisions	8	60	11	---	12	10	10
ALL OTHER	781	42,608	8,354	14.9	762	2,768	2,998
$500,000 and over	18	18,528	1,897	11.5	30	497	827
New England	5	4,963	768	---	3	163	388
Middle Atlantic	5	4,021	318	---	5	73	205
Other divisions	8	7,544	811	---	22	261	234
$300,000 - $499,999	8	3,045	460	15.1	---	198	234
$200,000 - $299,999	14	3,560	434	12.2	11	139	230
Middle Atlantic	5	1,302	194	---	7	48	95
Other divisions	9	2,258	240	---	4	91	135
$100,000 - $199,999	49	6,750	1,033	15.3	35	419	519
New England	9	1,219	211	---	2	61	115
Middle Atlantic	18	2,490	370	---	15	130	170
East North Central	7	1,003	172	---	5	81	99
Other divisions	15	2,038	280	---	13	147	135
$50,000 - $99,999	65	4,481	738	16.5	76	436	389
New England	7	471	68	---	8	43	44
Middle Atlantic	21	1,514	184	---	32	94	102
East North Central	15	953	199	---	18	130	96
Pacific	7	492	91	---	7	48	49
Other divisions	15	1,051	176	---	11	121	98
$10,000 - $49,999	300	6,817	1,423	20.9	299	833	666
New England	30	707	162	---	28	79	78
Middle Atlantic	98	2,466	409	---	99	198	178
East North Central	48	1,018	259	---	45	159	127
West North Central	33	749	158	---	36	103	71
South Atlantic	30	617	152	---	30	123	79
East South Central	10	216	42	---	9	32	18
West South Central	23	458	97	---	19	82	54
Mountain	5	118	49	---	6	12	21
Pacific	23	468	95	---	29	47	42
Under $10,000	307	1,427	369	25.9	311	246	133
New England	30	191	59	---	25	37	27
Middle Atlantic	127	543	111	---	145	56	32
East North Central	56	245	80	---	55	56	29
West North Central	24	113	26	---	23	24	10
South Atlantic	23	113	34	---	20	35	15
East South Central	4	16	3	---	5	3	1
West South Central	14	77	24	---	11	19	11
Mountain	5	19	8	---	5	1	(1)
Pacific	24	110	24	---	22	15	8
	ALL OTHER PRODUCTS						
BOOKS, PERIODICALS, AND NEWSPAPERS	856	186,848	30,412	18.2	489	12,459	17,252
$500,000 and over	56	95,350	17,476	18.3	10	5,972	10,003
New England	8	7,303	1,563	---	---	637	1,088
Middle Atlantic	24	62,803	10,566	---	3	3,366	8,034
East North Central	9	13,317	2,648	---	4	1,061	1,503
Pacific	6	6,298	1,465	---	1	489	728
Other divisions	9	5,629	1,234	---	2	419	852

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
1 Less than $1,000.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS / BUSINESS-SIZE GROUP / GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	ALL OTHER PRODUCTS—Con.						
BOOKS, PERIODICALS, AND NEWSPAPERS—Con.							
$300,000 - $499,999	44	$16,890	$2,928	17.3	17	1,251	$1,712
Middle Atlantic	15	5,533	1,168	---	4	473	666
East North Central	8	2,797	525	-----	5	212	319
South Atlantic	6	2,320	249	-----	3	161	160
Pacific	7	3,086	455	-----	3	168	266
Othsr divisions	8	3,154	529	-----	2	237	301
$200,000 - $299,999	57	14,258	2,573	18.0	27	1,139	1,486
New England	8	2,079	312	-----	6	148	165
Middle Atlantic	12	3,059	654	-----	5	278	361
East North Csntral	14	3,391	580	-----	11	286	324
South Atlantic	6	1,476	328	-----	1	143	218
Pacific	9	2,379	412	-----	1	151	248
Other divisions	8	1,874	287	-----	3	133	172
$100,000 - $199,999	130	17,592	3,212	18.3	83	1,613	1,839
New England	18	2,545	386	-----	10	226	201
Middle Atlantic	34	4,858	828	-----	26	433	469
East North Central	33	4,160	741	-----	28	365	443
Wsst North Central	8	1,073	283	-----	4	146	202
South Atlantic	12	1,550	280	-----	5	159	175
Pacific	13	1,789	361	-----	7	135	190
Other divisions	12	1,817	333	-----	3	149	159
$50,000 - $99,999	189	13,253	2,428	18.5	95	1,221	1,321
New England	20	1,320	197	-----	13	123	115
Middls Atlantic	49	3,519	759	-----	25	318	413
East North Central	45	3,118	571	-----	28	279	298
Weet North Central	18	1,068	200	-----	9	120	106
South Atlantic	17	1,183	184	-----	5	105	106
Eaet South Central	9	630	102	-----	---	55	64
West South Central	12	883	137	-----	4	79	74
Mountain	4	293	42	-----	2	28	25
Pacific	17	1,239	236	-----	9	118	120
$10,000 - $49,999	333	9,177	1,721	18.8	222	1,201	860
New England	20	521	71	-----	18	102	32
Middls Atlantic	84	1,850	418	-----	51	219	194
East North Central	111	2,914	572	-----	67	458	301
West North Central	34	844	144	-----	22	105	78
South Atlantic	28	933	156	-----	12	98	85
East South Central	10	252	37	-----	7	22	18
Wsst South Csntral	22	729	130	-----	18	77	80
Mountain	12	257	39	-----	8	24	18
Pacific	32	877	156	-----	21	98	74
Under $10,000	47	328	78	23.2	35	62	31
Middls Atlantic	15	84	19	-----	8	10	6
East North Central	12	118	28	-----	10	34	14
South Atlantic	6	36	15	-----	5	6	5
Pacific	8	54	10	-----	4	6	3
Other divisione	6	38	6	-----	8	8	3
FLOWERS AND NURSERY STOCK	718	42,078	8,473	20.1	660	2,846	4,266
$200,000 and over	50	18,359	3,571	19.5	21	1,135	1,987
Middle Atlantic	18	5,724	1,285	-----	5	494	810
East North Central	13	5,848	1,038	-----	2	279	557
South Atlantic	8	1,485	303	-----	1	73	138
Pacific	7	2,215	430	-----	12	129	225
Other divisions	8	3,107	537	-----	1	160	257
$100,000 - $199,999	69	9,923	2,037	20.5	37	659	997
Middls Atlantic	17	2,366	416	-----	4	138	218
East North Central	17	2,594	474	-----	7	158	253
Wsst North Central	9	1,181	378	-----	5	148	164
West South Central	5	706	168	-----	5	44	75
Pacific	9	1,307	257	-----	11	70	93
Other divisions	12	1,789	348	-----	5	103	194
$50,000 - $99,999	99	7,288	1,479	20.3	78	519	740
New England	10	881	150	-----	6	54	69
Middls Atlantic	22	1,701	317	-----	15	104	170
East North Csntral	13	1,018	232	-----	10	77	118
West North Central	9	644	148	-----	7	80	87
West South Central	9	728	151	-----	2	57	84
Pacific	24	1,687	338	-----	33	92	180
Other divisions	12	851	145	-----	5	55	74
FLOWERS AND NURSERY STOCK—Con.							
$10,000 - $49,999	224	$5,111	$1,094	21.4	223	441	$459
New England	18	435	90	-----	20	29	32
Middle Atlantic	51	1,150	289	-----	43	96	114
East North Central	50	1,095	232	-----	53	104	109
West North Central	13	327	56	-----	13	26	22
South Atlantic	13	385	91	-----	13	58	48
West South Central	10	219	46	-----	10	13	15
Pacific	60	1,277	247	-----	62	95	97
Other divisions	9	223	43	-----	9	20	22
Under $10,000	274	1,397	292	20.9	301	92	83
New England	10	51	15	-----	11	5	4
Middle Atlantic	32	196	69	-----	31	35	35
East North Central	24	151	49	-----	34	14	15
West North Central	11	70	29	-----	10	11	11
South Atlantic	8	26	9	-----	7	4	3
Pacific	183	858	109	-----	197	19	12
Other divisions	8	45	12	-----	11	4	3
FOREST PRODUCTS (Except lumber)	554	42,404	8,141	19.2	484	3,135	3,815
$300,000 and over	26	18,930	2,757	14.6	9	663	1,059
West North Central	7	7,373	1,177	-----	-----	251	363
Pacific	5	2,387	255	-----	4	57	108
Other divisions	14	9,170	1,325	-----	5	355	588
$100,000 - $299,999	70	11,367	2,273	20.0	33	891	1,066
Middle Atlantic	18	3,270	899	-----	7	204	323
East North Central	15	2,135	435	-----	6	185	212
South Atlantic	10	1,425	255	-----	6	142	121
Weet South Central	5	881	93	-----	2	71	43
Pacific	11	2,024	444	-----	4	125	198
Other divisions	11	1,632	347	-----	8	164	169
$50,000 - $99,999	82	5,633	1,482	26.3	67	685	825
New England	6	476	118	-----	7	40	47
Middls Atlantic	26	1,754	577	-----	18	233	332
East North Central	14	910	213	-----	9	102	116
West North Central	10	696	161	-----	10	61	94
South Atlantic	6	451	80	-----	6	68	43
Pacific	12	840	227	-----	15	102	125
Other divisions	8	506	106	-----	2	79	68
$10,000 - $49,999	230	5,664	1,379	24.3	237	728	736
New England	24	684	181	-----	23	88	98
Middle Atlantic	64	1,350	348	-----	65	146	169
East North Central	51	1,315	359	-----	61	193	187
West North Central	16	293	68	-----	12	37	41
South Atlantic	18	485	88	-----	12	71	53
East South Central	7	187	21	-----	9	17	15
West South Central	12	284	45	-----	10	21	11
Mountain	7	216	65	-----	7	31	37
Pacific	31	870	204	-----	38	124	125
Under $10,000	146	810	250	30.9	138	168	129
New England	11	63	22	-----	12	17	14
Middle Atlantic	45	251	83	-----	41	47	40
East North Central	33	166	51	-----	34	35	23
West North Central	14	75	21	-----	12	22	13
South Atlantic	6	38	10	-----	6	6	4
Wost South Central	9	51	8	-----	5	6	3
Pacific	21	126	48	-----	21	29	29
Other divisions	7	40	7	-----	7	6	3
GENERAL MERCHANDISE	106	61,551	9,381	15.2	74	3,505	5,193
LEATHER AND SHOE FINDINGS	934	112,748	14,515	12.9	793	3,908	6,727
$500,000 and over	35	48,697	3,792	7.8	15	652	1,604
New England	12	26,559	1,534	-----	-----	249	742
Middle Atlantic	14	12,539	1,145	-----	14	186	393
East North Central	5	6,732	641	-----	1	91	237
Other divieions	4	2,887	472	-----	-----	126	232
$300,000 - $499,999	29	11,141	1,487	13.3	15	321	671
New England	13	4,959	610	-----	5	125	264
Middle Atlantic	11	4,268	534	-----	5	109	243
Other divisions	5	1,914	343	-----	5	87	164

* Employess and pay roll includs paid executives of corporatione but not the number and compeneation of propristors of unincorporated businesses.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	ALL OTHER PRODUCTS—Con.						
LEATHER AND SHOE FINDINGS—Con.							
$200,000 - $299,999	39	$9,609	$1,466	15.3	15	437	$809
New England	10	2,480	348	---	5	99	196
Middle Atlantic	13	3,112	340	---	6	89	176
East North Central	7	1,801	309	---	3	96	175
Other divisions	9	2,216	469	---	1	153	262
$100,000 - $199,999	131	18,183	3,178	17.5	91	905	1,572
New England	23	3,532	502	---	13	118	245
Middle Atlantic	43	6,010	830	---	43	215	382
East North Central	21	2,785	521	---	13	175	276
West North Central	13	1,710	403	---	7	119	200
South Atlantic	11	1,379	302	---	6	101	150
West South Central	6	877	169	---	---	51	81
Pacific	9	1,272	283	---	9	77	148
Other divisions	5	618	168	---	---	49	90
$50,000 - $99,999	203	14,194	2,642	18.6	165	864	1,275
New England	22	1,479	247	---	15	74	96
Middle Atlantic	65	4,498	731	---	60	221	329
East North Central	39	2,675	483	---	44	158	246
West North Central	17	1,234	286	---	4	108	152
South Atlantic	20	1,353	266	---	8	93	141
East South Central	11	747	143	---	6	55	80
West South Central	8	635	128	---	6	44	65
Mountain	4	333	72	---	4	19	27
Pacific	17	1,240	286	---	18	92	139
$10,000 - $49,999	387	10,259	1,806	17.6	379	661	751
New England	66	1,866	355	---	56	159	172
Middle Atlantic	163	4,053	646	---	175	204	238
East North Central	66	1,771	308	---	68	105	129
West North Central	24	609	123	---	15	51	53
South Atlantic	28	784	157	---	26	54	67
West South Central	14	397	76	---	12	36	34
Pacific	17	491	87	---	20	26	32
Other divisions	9	288	54	---	7	26	26
Under $10,000	110	665	144	21.7	113	68	45
New England	28	139	37	---	31	26	17
Middle Atlantic	50	320	77	---	50	23	21
East North Central	12	71	12	---	11	8	4
West North Central	6	37	6	---	7	2	(1)
Other divisions	14	98	12	---	14	9	3
LEATHER GOODS	137	12,691	2,511	19.8	90	793	1,519
OILS AND GREASES (Animal and vegetable)	64	41,416	3,520	8.5	27	615	1,646
OPTICAL GOODS	565	41,530	14,936	36.0	223	6,208	9,459
$300,000 and over	17	8,708	2,527	29.0	3	930	1,608
Middle Atlantic	7	3,638	903	---	2	325	581
East North Central	6	3,576	1,250	---	1	467	806
Other divisions	4	1,494	374	---	---	138	221
$200,000 - $299,999	18	4,284	1,585	37.0	7	648	974
East North Central	5	1,158	398	---	1	174	277
Other divisions	13	3,126	1,187	---	6	474	697
$100,000 - $199,999	72	9,979	3,717	37.2	16	1,549	2,424
Middle Atlantic	19	2,776	1,037	---	4	431	632
East North Central	19	2,636	1,071	---	3	443	743
West North Central	13	1,710	667	---	5	268	416
Pacific	7	974	327	---	---	144	239
Other divisions	14	1,883	615	---	4	263	394
$50,000 - $99,999	151	10,632	3,932	37.0	57	1,696	2,522
New England	10	691	261	---	6	105	175
Middle Atlantic	33	2,305	879	---	7	395	619
East North Central	34	2,505	995	---	18	431	639
West North Central	19	1,334	540	---	6	234	335
South Atlantic	17	1,230	378	---	6	190	239
East South Central	9	610	190	---	5	83	115
West South Central	12	818	293	---	3	121	170
Mountain	4	217	75	---	---	29	45
Pacific	13	922	321	---	6	108	185
$10,000 - $49,999	273	7,727	3,087	40.0	117	1,338	1,881
New England	18	447	165	---	6	73	112
Middle Atlantic	63	1,818	662	---	50	343	449
East North Central	71	1,971	798	---	30	352	493
OPTICAL GOODS—Con.							
$10,000 - $49,999—Con.							
West North Central	33	$1,056	$480	---	4	183	$281
South Atlantic	13	384	169	---	1	73	96
East South Central	10	303	139	---	2	59	87
West South Central	14	375	143	---	4	66	79
Mountain	11	342	111	---	1	43	66
Pacific	40	1,031	420	---	19	146	218
Under $10,000	34	200	88	44.0	23	47	50
Middle Atlantic	10	64	26	---	9	11	15
East North Central	6	39	10	---	6	6	5
South Atlantic	6	34	21	---	1	9	12
Other divisions	12	63	31	---	7	21	18
TEXTILES AND MATERIALS (Other than dry goods)	286	32,831	5,115	15.6	259	2,275	2,889
$200,000 and over	35	21,733	2,916	13.4	21	997	1,759
Middle Atlantic	14	10,289	1,376	---	3	491	849
East North Central	6	3,144	388	---	5	135	208
Other divisions	15	8,300	1,152	---	13	371	702
$100,000 - $199,999	30	4,306	773	18.0	24	436	424
Middle Atlantic	11	1,449	231	---	10	120	127
Pacific	7	1,128	213	---	5	114	112
Other divisions	12	1,729	329	---	9	202	185
$50,000 - $99,999	52	3,532	707	20.0	47	377	340
Middle Atlantic	20	1,379	272	---	19	137	142
East North Central	12	813	185	---	8	86	90
West South Central	6	428	65	---	4	43	36
Pacific	6	344	54	---	5	32	30
Other divisions	8	568	131	---	11	79	42
$10,000 - $49,999	121	3,009	658	21.9	122	430	340
New England	13	343	81	---	11	39	43
Middle Atlantic	38	900	182	---	42	101	88
East North Central	19	460	99	---	22	57	47
West North Central	9	226	51	---	7	33	31
South Atlantic	10	227	67	---	12	67	37
West South Central	6	195	24	---	3	30	13
Pacific	19	460	125	---	18	77	67
Other divisions	7	198	29	---	7	26	14
Under $10,000	48	251	61	24.3	45	35	26
New England	5	28	8	---	5	2	2
Middle Atlantic	21	110	27	---	19	16	14
East North Central	6	29	5	---	5	3	1
South Atlantic	5	23	9	---	4	7	5
Other divisions	11	61	12	---	12	7	4
YARNS	157	65,134	5,437	8.3	108	1,223	2,625
MISCELLANEOUS KINDS OF BUSINESS	752	58,343	11,453	19.6	458	3,664	5,918
$200,000 and over	53	28,999	4,128	14.2	15	1,010	2,191
Middle Atlantic	27	20,686	2,356	---	7	480	1,246
East North Central	10	2,961	631	---	2	204	328
Pacific	5	1,844	357	---	4	112	179
Other divisions	11	3,508	784	---	2	214	438
$100,000 - $199,999	73	10,437	2,608	25.0	30	760	1,248
New England	5	820	190	---	---	56	98
Middle Atlantic	41	5,780	1,591	---	18	453	742
East North Central	11	1,476	452	---	4	121	235
Pacific	5	718	115	---	---	31	59
Other divisions	11	1,643	260	---	8	99	114
$50,000 - $99,999	145	10,033	2,343	23.4	93	804	1,226
New England	12	821	173	---	6	51	67
Middle Atlantic	67	4,655	1,110	---	37	346	576
East North Central	33	2,231	526	---	16	189	266
West North Central	11	714	173	---	8	76	108
South Atlantic	10	721	146	---	8	73	91
West South Central	5	373	88	---	5	29	48
Other divisions	7	518	127	---	3	40	70

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
1 Less than $1,000.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	ALL OTHER PRODUCTS—Con.						
MISCELLANEOUS KINDS OF BUSINESS—Con.							
$10,000 - $49,999	340	$8,051	$2,114	26.3	224	946	$1,130
New England	20	379	113	----	13	51	61
Middle Atlantic	142	3,523	943	----	96	366	455
East North Central	49	1,104	267	----	34	109	139
West North Central	35	780	228	----	21	118	135
South Atlantic	23	531	103	----	16	70	58
East South Central	6	176	37	----	2	23	21
West South Central	19	389	84	----	9	37	58
Mountain	8	177	72	----	9	41	55
Pacific	38	992	267	----	24	131	148

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
	ALL OTHER PRODUCTS—Con.						
MISCELLANEOUS KINDS OF BUSINESS—Con.							
Under $10,000	141	$823	$260	31.6	106	144	$123
New England	10	69	22	----	7	14	11
Middle Atlantic	67	400	137	----	52	60	62
East North Central	25	139	34	----	25	22	11
West North Central	10	52	23	----	5	17	13
West South Central	8	48	13	----	4	13	9
Pacific	14	77	21	----	9	13	10
Other divisions	7	38	10	----	4	5	7

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY [Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS / BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
AMUSEMENT AND SPORTING GOODS													
Bicycles and supplies	19	$4,197	17.0	14	$3,433	16.9	5.6	3.9	1.1	2.8	2.4	1.1	6
Cameras and photographic supplies	32	9,244	18.5	25	8,050	17.7	5.5	7.4	1.4	1.1	1.5	.8	13
$200,000 and over	14	6,671	17.9	12	6,117	17.6	5.7	7.7	1.1	1.0	1.3	.8	4
$100,000 - $199,999	18	2,573	20.2	13	1,933	18.3	5.2	8.6	2.1	1.4	2.2	.8	9
Motion-picture equipment and supplies (except films)	33	8,799	14.2	2	(x)	10.9	3.5	3.4	1.0	.8	1.5	.9	----
Motion-picture film exchanges	31	18,308	13.4	16	5,898	20.2	10.1	4.5	.7	1.5	2.9	.5	5
Sporting goods	74	30,163	17.6	35	13,220	19.5	7.2	6.2	1.5	1.4	2.2	1.0	15
$300,000 and over	25	21,431	16.6	13	9,088	18.9	6.6	6.2	1.3	1.7	2.1	1.0	2
$200,000 - $299,999	15	3,650	18.2	10	2,336	21.4	9.1	5.9	2.2	.3	2.8	1.1	---
$100,000 - $199,999	34	5,082	21.6	12	1,796	20.0	7.3	6.5	1.6	1.4	2.3	.9	13
Toys, novelties, and fireworks	81	26,043	20.3	59	20,673	20.1	6.6	6.0	1.5	2.1	2.9	1.0	35
$500,000 and over	14	12,147	18.8	13	11,419	18.7	6.0	5.8	1.3	2.1	2.5	1.0	5
$200,000 - $499,999	30	9,139	20.7	20	5,945	21.3	7.0	6.2	1.6	2.0	3.5	1.0	12
$100,000 - $199,999	37	4,757	23.2	26	3,309	22.5	8.0	6.3	1.8	2.0	3.3	1.1	18
All other	28	8,760	22.3	13	3,249	22.7	9.7	6.8	.9	.7	2.0	2.6	7
AUTOMOTIVE													
Automobiles (new and used)	443	1,295,038	5.0	248	931,888	4.9	1.3	2.1	.2	.6	.5	.2	69
$1,000,000 and over	212	1,193,178	4.4	127	874,909	4.5	1.2	2.0	.1	.6	.4	.2	11
$300,000 - $999,999	149	85,857	10.7	85	50,451	10.2	2.8	3.2	.5	.5	2.0	1.2	30
$100,000 - $299,999	82	16,003	13.9	36	6,528	12.5	3.8	3.7	.9	.5	2.8	.8	28
Trucks and tractors	167	49,030	17.0	20	9,598	18.9	5.6	5.6	2.5	1.7	2.8	.7	6
Automotive accessories and equipment	668	174,256	22.4	427	125,352	22.1	6.9	7.3	1.5	1.8	2.9	1.7	170
$1,000,000 and over	17	31,133	14.0	16	29,965	13.8	4.1	5.3	.4	1.7	1.5	.8	2
$500,000 - $999,999	39	27,794	20.9	29	21,361	21.5	6.8	7.1	1.1	1.9	2.4	2.2	8
$300,000 - $499,999	73	27,100	24.9	55	20,698	25.3	8.8	8.0	2.1	2.2	2.8	1.4	19
$200,000 - $299,999	131	31,620	24.5	79	18,989	25.0	7.9	7.7	1.7	1.7	3.3	2.7	22
$100,000 - $199,999	408	56,609	25.3	248	34,339	26.0	7.8	8.4	2.0	1.7	4.2	1.9	119
Automotive parts	576	155,366	25.7	350	102,973	25.0	6.4	8.8	1.5	2.9	3.4	2.0	128
$1,000,000 and over	22	32,139	20.9	18	27,121	19.6	3.6	7.0	.6	4.0	2.2	2.2	---
$500,000 - $999,999	42	29,232	23.9	30	21,137	24.3	5.1	10.8	.8	2.7	2.5	2.4	3
$300,000 - $499,999	59	22,212	25.9	33	12,170	27.8	9.0	9.1	1.7	3.0	3.0	2.0	5
$200,000 - $299,999	92	22,173	28.4	56	13,447	27.5	7.6	8.3	2.4	2.8	4.5	1.9	19
$100,000 - $199,999	361	49,610	28.6	213	29,098	28.1	8.4	9.0	2.2	2.0	4.9	1.6	99
Tires and tubes	158	61,159	12.6	106	28,586	17.9	5.0	5.5	1.5	1.4	3.0	1.5	71
$300,000 and over	34	40,571	9.0	26	15,289	16.1	4.5	5.4	1.3	1.0	2.4	1.5	15
$200,000 - $299,999	33	8,076	19.1	20	4,904	21.1	5.9	6.1	1.7	1.8	3.9	1.7	13
$100,000 - $199,999	91	12,512	19.7	60	8,393	19.1	5.1	5.4	1.9	1.9	3.4	1.4	43
BEER, WINES, AND LIQUORS													
Beer and ale	1,490	350,415	15.6	902	223,083	15.9	3.4	4.1	4.5	.9	2.2	.8	568
$500,000 and over	108	83,251	15.5	73	57,099	15.7	3.7	4.6	4.1	.9	1.6	.8	24
$300,000 - $499,999	182	69,190	15.2	126	48,391	15.5	3.2	4.0	4.3	1.1	2.1	.8	67
$200,000 - $299,999	311	75,458	15.2	189	46,073	15.2	3.2	3.6	4.4	.9	2.3	.8	116
$100,000 - $199,999	889	122,516	16.1	514	71,520	16.8	3.5	4.0	5.0	.8	2.7	.8	359
Wines and liquors	949	661,865	10.7	673	479,875	10.8	3.0	3.7	1.3	.9	1.0	.9	286
$2,000,000 and over	51	208,182	9.4	34	143,533	9.6	2.3	3.7	1.2	.8	.6	1.0	5
$1,000,000 - $1,999,999	124	168,584	10.2	99	133,793	10.2	3.0	3.8	1.1	.9	.8	.6	35
$500,000 - $999,999	194	138,042	10.8	144	101,141	11.0	3.1	3.7	1.3	.8	1.2	.9	57
$300,000 - $499,999	191	75,676	12.0	134	52,877	12.1	3.6	3.7	1.6	.9	1.4	.9	46
$200,000 - $299,999	152	36,778	12.9	105	25,444	12.6	3.6	3.6	1.8	1.0	1.8	1.0	54
$100,000 - $199,999	237	34,603	15.2	157	23,087	15.3	3.9	4.2	2.2	1.3	2.5	1.2	89
CHEMICALS AND PAINTS													
Dyestuffs	31	19,489	15.2	12	7,763	21.9	6.8	9.4	1.1	1.0	2.5	1.1	1
Explosives	10	1,516	14.8	3	(x)	23.8	8.3	3.2	6.0	---	2.5	3.8	----
Industrial chemicals	130	75,772	13.0	82	54,089	13.1	5.7	3.7	1.1	1.1	1.0	.5	10
$1,000,000 and over	13	35,927	9.6	11	30,486	9.4	4.5	2.7	.7	.6	.6	.3	2
$500,000 - $999,999	28	20,543	12.5	14	10,805	14.0	6.1	3.6	1.4	1.0	1.1	.8	1
$300,000 - $499,999	18	6,827	17.6	12	4,491	18.4	7.4	4.4	2.5	1.7	1.9	.5	1
$200,000 - $299,999	23	5,680	22.0	18	4,420	23.4	8.1	7.8	1.6	2.2	2.4	1.3	---
$100,000 - $199,999	48	6,795	20.5	27	3,887	21.5	8.2	5.7	2.0	2.3	2.2	1.1	6
Naval stores	17	11,194	9.1	5	2,376	8.8	3.6	1.0	.9	1.1	.9	1.3	2
Paints and varnishes	129	29,907	22.4	89	20,732	22.3	7.4	6.4	2.1	2.0	2.9	1.5	28
$300,000 and over	25	13,485	20.8	17	9,200	19.2	6.5	5.0	1.8	2.6	2.2	1.1	2
$200,000 - $299,999	22	5,154	22.8	16	3,755	24.3	8.8	7.2	2.0	2.6	2.8	.9	3
$100,000 - $199,999	82	11,268	24.3	56	7,777	25.2	7.9	7.7	2.4	1.2	3.8	2.2	23

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE: Number	Sales (add 000)	Operating expenses, percent of sales	ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *: Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	Active proprietors of unincorporated businesses
CHEMICALS AND PAINTS—Con.													
Paints with glass and/or wallpaper	84	$18,485	27.7	54	$11,709	27.4	8.5	7.4	2.4	2.7	4.4	2.0	21
$300,000 and over	15	6,964	27.2	10	4,343	27.4	8.2	7.7	2.3	3.0	3.7	2.5	—
$200,000 - $299,999	21	5,064	28.0	13	3,150	27.9	8.8	7.4	1.7	2.5	4.9	2.6	4
$100,000 - $199,999	48	6,457	28.1	31	4,216	27.1	8.6	7.2	3.0	2.5	4.7	1.1	17
All other	66	21,169	20.2	38	12,574	22.6	8.4	7.7	2.6	1.4	1.8	.7	3
$300,000 and over	21	13,578	16.8	10	7,613	19.9	7.7	7.5	2.2	1.1	.8	.6	2
$200,000 - $299,999	15	3,561	28.9	12	2,773	29.2	10.6	8.2	3.9	2.2	3.6	.7	1
$100,000 - $199,999	30	4,030	24.1	16	2,188	23.7	8.1	7.7	2.6	1.6	2.7	1.0	—
CLOTHING AND FURNISHINGS													
Clothing and furnishings (general line)	167	52,225	14.3	119	38,956	14.5	4.1	5.2	1.0	.9	2.1	1.2	129
$500,000 and over	22	22,318	14.0	15	17,104	14.3	3.6	5.7	.9	1.1	2.0	1.0	20
$300,000 - $499,999	23	8,191	15.6	18	6,410	15.8	4.8	5.4	1.2	1.1	2.0	1.3	8
$200,000 - $299,999	39	9,500	13.9	29	7,065	14.3	4.3	4.6	1.3	.6	2.3	1.2	35
$100,000 - $199,999	83	12,216	14.4	57	8,377	14.2	4.3	4.4	1.0	.8	2.4	1.3	66
Men's and boys'	353	122,087	13.7	218	78,380	14.3	5.4	4.4	.8	1.0	1.6	1.1	171
$500,000 and over	54	56,272	12.2	34	36,885	12.7	5.1	3.9	.8	1.0	1.1	.8	21
$300,000 - $499,999	68	25,691	15.1	46	17,114	15.9	5.8	5.0	1.0	1.0	1.8	1.3	34
$200,000 - $299,999	73	17,407	15.0	46	10,888	16.3	5.5	5.2	.9	.9	2.6	1.2	39
$100,000 - $199,999	158	22,717	15.1	92	13,493	15.1	5.4	4.3	1.0	.8	2.3	1.3	77
Women's and children's	511	195,273	15.3	335	131,297	14.9	5.5	4.4	1.1	.9	1.9	1.1	221
$1,000,000 and over	32	47,087	15.3	23	32,277	15.1	5.4	4.8	1.1	.8	1.5	1.5	5
$500,000 - $999,999	85	59,990	14.7	59	40,701	14.3	5.4	4.4	1.0	1.0	1.7	.8	37
$300,000 - $499,999	89	33,936	16.1	60	23,134	15.2	5.4	4.5	1.1	.9	2.2	1.1	37
$100,000 - $299,999	305	54,260	15.5	193	35,185	15.3	5.9	4.1	1.1	.8	2.3	1.1	142
Furs, dressed, and fur clothing	172	49,000	11.7	102	33,778	12.0	4.9	3.0	.6	.3	1.6	1.6	79
$500,000 and over	19	18,277	11.9	17	(x)	12.4	5.1	3.5	.7	.3	1.2	1.6	9
$300,000 - $499,999	25	9,255	10.5	17	6,205	9.7	3.7	2.2	.4	.4	1.7	1.3	10
$200,000 - $299,999	33	8,077	11.3	17	(x)	11.0	4.6	2.5	.7	.3	1.6	1.3	14
$100,000 - $199,999	95	13,391	12.4	51	7,125	13.9	5.7	3.2	.5	.3	2.2	2.0	46
Millinery and millinery supplies	140	49,384	15.4	94	30,104	16.8	5.5	5.5	1.2	.9	2.3	1.4	67
$500,000 and over	14	21,803	9.7	8	11,450	11.2	4.2	2.8	.6	.8	.9	1.9	3
$300,000 - $499,999	28	11,524	19.9	18	7,371	20.0	6.7	7.0	1.5	.9	2.7	1.2	14
$200,000 - $299,999	21	5,103	21.6	15	3,641	22.4	6.8	8.6	1.5	1.2	3.5	.8	9
$100,000 - $199,999	77	10,954	19.0	53	7,642	19.4	5.6	6.6	1.7	.8	3.5	1.2	41
Shoes and other footwear	244	107,972	12.6	177	86,667	12.6	4.3	3.7	.9	1.1	1.4	1.2	110
$1,000,000 and over	25	39,065	11.9	23	(x)	12.0	4.1	4.0	.8	1.2	.9	1.0	—
$500,000 - $999,999	42	28,981	12.7	33	22,455	12.7	4.2	4.1	.8	1.1	1.2	1.3	22
$300,000 - $499,999	39	14,689	13.2	26	9,848	13.3	4.7	3.0	1.2	1.3	1.8	1.3	20
$200,000 - $299,999	53	12,837	13.6	43	10,364	13.8	4.7	3.4	1.2	1.0	2.1	1.4	32
$100,000 - $199,999	85	12,400	12.9	52	(x)	12.9	4.8	2.8	.8	1.1	2.0	1.4	36
COAL AND COKE													
Coal and coke	275	261,350	10.0	113	119,104	10.2	3.2	2.2	1.4	1.0	1.4	1.0	30
$2,000,000 and over	35	156,527	8.2	18	73,534	8.4	2.7	2.3	.8	.8	.9	.9	2
$1,000,000 - $1,999,999	25	34,913	11.6	10	13,244	9.1	2.5	1.4	1.6	.9	1.9	.8	—
$500,000 - $999,999	44	31,630	11.7	23	17,561	12.8	4.0	2.2	1.7	1.3	2.2	1.4	7
$300,000 - $499,999	40	15,208	12.5	16	5,931	15.8	4.9	2.0	3.7	1.6	2.5	1.1	6
$200,000 - $299,999	47	11,127	15.8	22	5,348	16.4	4.5	3.0	3.8	1.3	2.6	1.2	5
$100,000 - $199,999	84	11,945	15.7	26	3,488	18.9	6.2	2.0	4.8	1.5	3.3	1.1	10
DRUGS (GENERAL LINE)													
Service wholesalers (without liquor)	208	251,304	13.3	182	227,563	12.8	4.5	3.2	.8	2.4	1.2	.7	9
$2,000,000 and over	31	100,107	13.3	29	92,932	12.8	4.5	3.0	.8	2.6	1.1	.6	—
$1,000,000 - $1,999,999	64	89,148	13.1	57	79,728	12.7	4.4	3.1	.7	2.4	1.3	.8	3
$500,000 - $999,999	55	42,613	13.1	49	38,394	13.0	4.6	3.3	.8	2.3	1.3	.7	—
$300,000 - $499,999	31	13,183	13.8	28	11,906	13.8	4.8	3.3	.9	1.7	1.6	1.5	2
$100,000 - $299,999	27	8,253	14.8	19	4,603	14.4	4.5	3.4	.9	2.0	2.0	1.6	4
Service wholesalers (with liquor)	45	72,329	13.8	43	(x)	13.8	4.5	3.3	1.0	2.1	1.3	1.6	8
$1,000,000 and over	27	59,655	14.1	27	59,655	14.1	4.6	3.3	1.1	2.2	1.2	1.7	1
$300,000 - $999,999	18	12,674	12.4	18	(x)	12.2	4.0	2.8	.7	1.8	1.7	1.2	7
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)													
Proprietary medicines	109	33,245	17.4	63	22,000	14.3	5.1	4.0	1.3	1.7	1.5	.7	26
$500,000 and over	14	12,403	11.2	10	9,644	10.4	3.9	2.4	1.1	1.5	1.0	.5	2
$300,000 - $499,999	21	8,141	21.2	13	5,259	16.8	6.2	5.0	1.3	2.0	1.5	.8	2
$200,000 - $299,999	25	6,220	24.2	14	3,673	17.2	5.1	6.0	1.5	1.8	1.8	1.0	6
$100,000 - $199,999	49	6,481	18.1	26	3,424	18.2	7.0	4.6	1.8	1.6	2.7	.7	16

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

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TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

UNITED STATES SUMMARY [Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS / BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)—Con.													
Toiletries	81	$38,540	38.7	22	$10,321	32.5	8.9	15.0	2.1	3.2	2.2	1.1	5
Drug specialties and sundries	97	48,086	22.5	61	16,410	20.8	5.4	8.5	2.0	2.0	1.7	1.2	36
$200,000 and over	36	39,564	23.5	21	10,600	22.9	5.7	10.5	2.0	2.2	1.5	1.0	9
$100,000 - $199,999	61	8,522	17.9	40	5,810	16.9	4.8	4.8	2.0	1.7	2.0	1.6	27
DRY GOODS (GENERAL LINE)													
Dry goods (general line)	184	202,133	15.2	135	161,532	15.4	3.7	6.0	.9	1.6	1.8	1.4	73
$2,000,000 and over	16	110,562	14.8	10	91,124	15.0	2.9	6.2	.7	1.9	1.9	1.4	—
$1,000,000 - $1,999,999	27	35,602	14.5	20	25,493	14.6	4.2	5.7	.9	1.1	1.3	1.4	6
$500,000 - $999,999	43	31,869	17.0	37	27,524	17.3	4.9	6.4	.9	1.6	2.0	1.5	15
$300,000 - $499,999	25	10,177	14.4	21	8,642	14.2	4.9	4.5	.9	1.2	1.6	1.1	13
$200,000 - $299,999	31	7,794	15.9	17	4,338	16.1	4.9	5.1	1.7	.7	2.4	1.3	14
$100,000 - $199,999	42	6,129	16.5	30	4,411	17.2	5.6	5.4	1.1	.6	2.8	1.7	25
DRY GOODS (SPECIALTY LINES)													
Hosiery and lingerie	177	75,683	10.5	124	54,037	10.9	3.7	3.7	.7	.6	1.4	.8	102
$500,000 and over	44	43,104	9.6	32	30,751	10.3	3.3	3.8	.7	.4	1.3	.8	25
$300,000 - $499,999	39	15,107	12.3	30	11,661	11.8	4.2	3.7	.9	.8	1.3	.9	28
$200,000 - $299,999	39	9,625	10.6	25	6,299	11.3	4.2	3.6	.7	.5	1.3	1.0	12
$100,000 - $199,999	55	7,847	11.6	37	5,326	11.8	3.8	3.2	.9	.8	2.1	1.0	37
Notions	214	70,344	18.9	138	48,457	19.4	7.2	6.5	1.8	.9	2.0	1.0	83
$500,000 and over	31	30,856	18.8	24	23,767	19.6	7.5	6.7	1.9	1.0	1.6	.9	5
$200,000 - $499,999	82	25,236	19.4	51	15,789	19.0	6.5	6.6	1.7	.9	2.2	1.1	35
$100,000 - $199,999	101	14,252	18.2	63	8,901	19.2	7.2	5.5	1.5	.8	2.8	1.4	43
Piece Goods:													
General line	28	12,594	15.3	15	8,018	15.3	6.8	4.1	1.3	.7	1.9	.5	12
Cotton	122	48,701	11.2	77	35,996	10.7	4.0	2.8	1.1	.7	1.2	.9	62
$500,000 and over	32	28,185	9.6	25	24,088	9.4	3.7	2.6	1.0	.5	.9	.7	24
$300,000 - $499,999	25	9,161	12.9	14	5,045	12.7	4.3	3.2	1.3	1.3	1.4	1.2	9
$200,000 - $299,999	21	5,179	14.9	16	3,930	13.4	5.0	3.6	1.2	.6	1.8	1.2	13
$100,000 - $199,999	44	6,176	12.8	22	2,933	13.6	5.2	2.8	1.3	1.0	2.4	.9	16
Silk, linen, rayon, and velvet	148	70,420	9.4	87	43,001	8.7	3.4	2.4	.6	.5	1.2	.6	50
$1,000,000 and over	17	28,249	6.9	12	19,285	5.7	2.1	1.7	.4	.5	.6	.4	8
$500,000 - $999,999	28	19,893	8.8	17	11,609	9.0	3.1	2.6	.8	.7	1.3	.5	7
$300,000 - $499,999	20	7,894	10.3	9	3,351	10.0	4.2	2.2	.9	.5	1.3	.9	6
$200,000 - $299,999	26	6,390	13.8	17	4,151	14.1	5.9	4.5	.8	.5	1.5	.9	7
$100,000 - $199,999	57	7,994	15.5	32	4,605	14.9	6.5	3.3	.9	.6	2.5	1.1	22
Woolen and worsted	153	81,050	10.3	94	57,160	10.5	3.5	3.4	.6	.4	1.2	1.4	69
$1,000,000 and over	17	38,555	7.6	12	28,545	8.7	2.8	3.1	.5	.5	.5	1.3	11
$500,000 - $999,999	27	19,291	10.3	21	15,155	8.3	2.9	2.4	.7	.1	1.2	1.0	14
$300,000 - $499,999	21	7,719	14.2	13	4,567	16.8	5.6	6.5	.8	.5	2.2	1.2	8
$200,000 - $299,999	29	7,162	14.2	19	4,744	13.9	5.1	3.6	1.2	.3	2.4	1.3	15
$100,000 - $199,999	59	8,323	15.8	29	4,149	20.3	7.2	5.6	.7	.6	2.8	3.4	21
Other	88	30,197	14.2	42	14,316	13.6	4.6	4.7	1.0	.7	1.7	.9	33
$500,000 and over	15	12,718	14.0	9	7,139	15.6	5.0	4.8	1.0	.6	1.3	.9	7
$300,000 - $499,999	23	9,295	12.6	8	2,889	14.0	4.3	4.8	1.1	.9	2.3	.6	5
$200,000 - $299,999	13	3,065	14.3	7	1,687	11.8	4.0	4.1	.9	.2	1.8	.8	8
$100,000 - $199,999	37	5,119	17.8	18	2,601	14.5	4.1	5.0	.9	1.1	1.7	1.7	13
Other dry goods specialties	74	22,637	15.1	45	14,421	14.9	5.8	3.7	1.1	1.6	2.1	.6	35
$200,000 and over	32	16,559	14.2	20	10,814	14.3	5.8	3.2	1.2	1.7	1.9	.5	15
$100,000 - $199,999	42	6,078	17.4	25	3,607	16.7	5.7	5.3	.9	1.5	2.5	.8	20
ELECTRICAL GOODS													
Electrical merchandise (general line)	431	293,697	13.4	379	267,610	13.2	4.5	4.9	.7	1.1	1.3	.7	32
$2,000,000 and over	26	68,899	13.0	24	(x)	13.0	4.7	4.9	.6	1.0	1.2	.6	—
$1,000,000 - $1,999,999	58	77,917	13.8	54	72,546	13.6	4.9	4.9	.6	1.0	1.3	.9	3
$500,000 - $999,999	113	79,136	13.1	101	72,263	12.8	4.4	4.9	.6	1.0	1.2	.7	2
$300,000 - $499,999	116	45,295	13.1	100	39,212	12.4	3.9	4.7	.7	1.0	1.5	.6	5
$200,000 - $299,999	51	12,439	14.1	46	11,181	14.3	4.4	4.8	1.0	1.2	1.9	1.0	10
$100,000 - $199,999	67	10,011	15.8	54	(x)	15.5	5.1	5.2	1.0	1.1	2.1	1.0	12
Apparatus and equipment	46	17,429	20.4	15	3,455	25.4	8.0	6.6	1.4	2.3	5.7	1.4	4
Wiring supplies and construction materials	366	99,930	17.0	250	73,002	16.2	6.2	4.4	1.2	1.3	2.0	1.1	105
$500,000 and over	33	30,164	15.3	26	25,727	13.8	5.3	3.9	1.1	1.3	1.4	.8	6
$300,000 - $499,999	60	22,519	17.8	42	15,512	17.7	7.7	4.3	1.1	1.5	2.0	1.1	5
$200,000 - $299,999	80	19,910	16.5	52	13,052	16.2	6.0	4.4	1.2	1.3	2.2	1.1	29
$100,000 - $199,999	193	27,337	18.4	130	18,711	18.2	6.6	5.0	1.3	1.3	2.6	1.4	65
Radios and equipment	204	96,521	18.5	149	82,120	18.0	5.9	6.7	1.3	.9	1.6	1.6	47
$500,000 and over	54	61,910	17.7	48	57,681	17.1	5.5	6.5	1.3	.9	1.2	1.7	3
$300,000 - $499,999	38	14,445	20.4	29	11,284	20.5	6.9	6.9	1.7	1.1	2.5	1.4	6
$200,000 - $299,999	42	10,196	18.3	27	6,686	18.2	6.3	6.9	1.1	.5	2.0	1.4	16
$100,000 - $199,999	70	9,970	20.8	45	6,469	21.7	7.3	7.3	1.5	1.0	3.0	1.6	22

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
ELECTRICAL GOODS—Con.													
Refrigerators and equipment (household)	102	$116,012	17.0	77	$99,870	16.7	4.6	7.6	.6	.8	1.3	1.8	16
$1,000,000 and over	30	83,018	16.6	26	76,040	16.6	4.2	8.0	.6	.7	1.2	1.9	2
$300,000 - $999,999	43	27,575	18.0	32	20,000	16.7	5.7	6.3	.6	1.0	1.3	1.8	8
$100,000 - $299,999	29	5,419	17.5	19	3,830	17.0	5.3	6.3	1.7	1.2	1.5	1.0	6
All other	257	90,810	19.4	168	61,374	19.2	6.2	6.5	1.4	1.3	2.5	1.3	42
$1,000,000 and over	12	18,711	17.5	8	11,080	16.0	5.4	6.4	1.1	.8	1.2	1.1	----
$500,000 - $999,999	34	24,270	17.5	24	17,272	17.6	5.4	5.5	1.4	1.4	2.6	1.3	4
$300,000 - $499,999	51	19,955	19.8	40	15,922	18.8	5.7	6.7	1.3	1.3	2.5	1.3	8
$200,000 - $299,999	53	13,117	20.6	32	8,070	22.3	8.0	6.9	1.5	1.5	2.9	1.5	3
$100,000 - $199,999	107	14,757	23.1	64	9,030	24.0	8.3	7.7	2.0	1.5	3.1	1.4	27
FARM PRODUCTS—RAW MATERIALS													
Cotton	111	180,973	6.9	22	13,370	6.6	1.9	.8	2.0	.8	.6	.5	13
Grains	250	446,787	5.2	77	146,352	5.3	1.1	.3	.2	2.0	.8	.9	36
$2,000,000 and over	53	337,900	4.7	10	115,074	4.5	.8	.2	2.1	(1)	.5	.9	----
$1,000,000 - $1,999,999	36	51,679	4.3	10	13,002	6.4	1.9	.8	.5	1.1	1.5	.6	2
$500,000 - $999,999	37	27,101	7.4	9	6,695	7.1	2.3	.9	.4	1.1	1.5	.9	1
$300,000 - $499,999	37	14,441	9.8	14	5,295	9.5	2.1	1.1	1.7	2.1	1.8	.7	10
$200,000 - $299,999	26	6,378	12.6	12	2,931	12.1	2.7	1.3	1.4	3.1	2.7	.9	6
$100,000 - $199,999	61	9,288	11.1	22	3,355	11.8	3.2	1.3	2.5	1.5	2.7	.6	17
Hides, skins, and raw furs	299	145,921	7.8	142	65,838	8.7	2.9	1.6	.4	1.2	1.2	1.4	96
$1,000,000 and over	26	65,318	5.5	15	29,396	6.9	2.3	1.3	.2	1.0	.7	1.4	7
$500,000 - $999,999	39	27,372	8.2	17	11,325	9.1	2.9	1.9	.4	1.3	1.4	1.2	9
$300,000 - $499,999	53	20,150	9.5	24	9,184	9.6	2.8	1.6	.8	1.1	1.4	1.9	21
$200,000 - $299,999	86	16,550	10.5	33	8,236	11.2	4.5	1.5	.5	1.4	2.1	1.2	24
$100,000 - $199,999	115	16,531	11.0	53	7,697	10.8	3.6	2.0	1.0	1.4	1.8	1.0	35
Horses and mules	12	6,458	3.9	7	3,367	5.3	2.0	.4	1.1	.1	.7	1.0	6
Livestock	22	6,055	12.2	5	813	14.7	2.8	3.0	2.8	1.3	4.2	.6	8
Tobacco (leaf)	83	59,505	14.5	18	7,556	13.7	3.2	1.7	.9	3.8	2.8	1.3	10
Wool and mohair	122	178,432	6.6	70	93,666	7.9	2.1	1.1	1.5	1.3	1.3	.6	60
$1,000,000 and over	39	149,972	6.4	21	76,279	7.7	2.0	1.1	1.5	1.3	1.2	.6	14
$300,000 - $999,999	39	20,693	7.5	24	12,870	8.1	2.6	1.4	1.1	1.0	1.2	.8	21
$100,000 - $299,999	44	7,767	8.5	25	4,517	9.6	3.0	1.4	1.5	1.0	2.2	.5	25
All other	99	59,352	10.2	26	22,018	9.7	2.8	2.0	1.4	1.2	1.1	1.2	12
FARM PRODUCTS—CONSUMER GOODS													
Dairy products	865	417,772	22.9	399	213,592	21.9	3.6	4.8	6.3	2.4	3.7	1.1	117
$2,000,000 and over	33	117,529	15.8	18	66,931	15.2	1.9	4.7	4.3	2.2	1.5	.6	3
$1,000,000 - $1,999,999	54	73,159	24.6	28	38,088	21.3	3.8	3.2	7.2	1.7	4.5	.9	3
$500,000 - $999,999	125	84,843	23.0	61	41,383	23.5	3.8	4.6	7.1	1.9	4.4	1.7	7
$300,000 - $499,999	152	58,335	26.0	83	31,907	25.4	4.3	5.7	6.9	3.2	4.3	1.0	23
$200,000 - $299,999	135	32,403	26.9	60	14,195	30.3	5.9	5.4	8.2	3.8	5.0	2.0	14
$100,000 - $199,999	366	51,503	30.1	149	21,088	30.6	5.9	6.1	6.9	3.7	6.7	1.3	67
Dairy and poultry products	399	224,823	8.4	228	136,770	8.6	2.3	1.7	1.5	1.1	1.4	.6	150
$1,000,000 and over	52	124,819	5.8	32	77,958	6.2	1.7	1.3	1.0	1.0	.8	.4	17
$500,000 - $999,999	49	34,163	10.7	33	23,219	10.9	2.9	2.2	2.2	1.4	1.5	.7	17
$300,000 - $499,999	56	21,696	11.5	29	11,392	10.9	2.5	2.4	2.2	1.1	1.8	.9	22
$200,000 - $299,999	88	21,263	11.8	51	12,388	11.7	3.2	2.5	2.2	1.0	2.0	.8	30
$100,000 - $199,999	154	22,882	13.4	83	11,813	14.7	3.7	2.7	2.8	1.2	3.5	.8	64
Poultry and poultry products	578	203,241	8.7	236	88,357	8.8	2.4	1.3	1.3	1.5	1.6	.7	209
$1,000,000 and over	33	53,602	7.0	14	25,071	7.1	2.6	.9	.7	.9	1.4	.6	7
$500,000 - $999,999	70	46,159	8.7	31	20,984	8.5	1.8	1.3	1.2	2.0	1.2	1.0	20
$300,000 - $499,999	101	38,855	8.8	41	15,623	9.2	2.3	1.5	1.8	1.6	1.4	.6	46
$200,000 - $299,999	116	28,038	9.9	50	12,321	10.1	2.5	1.5	1.7	1.6	2.0	.8	44
$100,000 - $199,999	258	36,587	10.3	100	14,358	10.4	2.7	1.5	1.8	1.7	2.1	.6	92
Fruits and vegetables (fresh)	2,242	863,004	10.6	1,311	489,790	11.2	2.7	2.5	2.4	1.3	1.7	.6	1,150
$2,000,000 and over	33	105,548	8.4	15	42,426	9.7	3.1	2.7	1.4	1.2	.8	.5	7
$1,000,000 - $1,999,999	107	141,828	8.6	59	78,465	10.2	2.6	2.3	1.9	1.4	1.4	.6	34
$500,000 - $999,999	327	221,303	10.4	195	131,727	10.9	2.8	2.4	2.2	1.3	1.7	.7	164
$300,000 - $499,999	396	149,700	11.7	240	89,968	11.2	2.8	2.5	2.4	1.3	1.9	.5	197
$200,000 - $299,999	470	114,580	11.8	310	75,832	12.3	2.8	2.8	2.8	1.3	1.9	.7	272
$100,000 - $199,999	909	130,045	12.4	492	71,372	12.8	2.9	2.7	3.1	1.3	2.2	.6	476
Fresh fruits only	218	63,959	10.5	127	40,652	10.9	2.4	2.2	2.1	2.0	1.7	.5	134
$500,000 and over	25	22,126	9.4	18	16,733	10.5	2.2	2.2	1.3	3.0	1.3	.5	20
$300,000 - $499,999	38	14,450	9.1	23	8,904	9.1	2.0	2.0	1.9	1.5	1.3	.4	33
$200,000 - $299,999	53	12,597	11.2	25	5,975	10.3	2.6	1.8	3.0	.7	1.8	.4	25
$100,000 - $199,999	102	14,786	13.1	81	9,040	13.8	3.2	2.8	3.1	1.5	2.6	.6	56
All other	9	4,687	10.5	6	4,181	10.6	2.2	3.0	1.5	1.6	2.0	.3	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.

1 Less than one-tenth of one percent.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

UNITED STATES SUMMARY [Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS / BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
FARM SUPPLIES													
Feed	281	$106,739	10.5	164	$63,007	11.1	3.2	1.6	1.9	1.6	1.6	.6	97
$1,000,000 and over	19	36,463	6.1	11	19,331	6.4	3.2	1.3	1.2	1.0	1.1	.6	5
$500,000 - $999,999	37	24,549	10.2	26	16,927	10.6	3.1	2.1	1.7	1.5	1.6	.8	21
$300,000 - $499,999	40	15,171	13.0	27	10,186	12.7	3.2	2.0	2.2	2.1	2.2	1.0	11
$200,000 - $299,999	57	13,720	11.9	31	7,453	12.5	2.9	2.1	2.2	2.1	2.4	.6	20
$100,000 - $199,999	128	16,636	12.9	69	9,110	14.3	3.6	2.1	2.9	2.1	2.7	.9	40
Fertilizer	26	13,036	10.2	7	3,354	9.2	2.2	2.3	2.5	.6	.6	.6	4
Seeds	211	91,156	18.7	126	63,417	17.4	4.9	3.6	1.5	3.5	2.7	1.2	63
$1,000,000 and over	17	31,765	18.9	12	23,567	17.7	4.5	4.0	1.1	4.2	2.6	1.1	4
$500,000 - $999,999	37	25,731	17.6	28	19,979	15.6	4.7	2.5	1.3	3.3	2.6	1.4	26
$300,000 - $499,999	28	10,656	18.1	18	6,966	17.2	4.4	3.7	1.7	3.3	2.9	1.2	5
$200,000 - $299,999	40	9,586	20.3	26	6,272	20.4	5.7	5.4	2.1	3.2	2.6	1.4	13
$100,000 - $199,999	69	13,416	19.5	42	6,613	18.5	6.3	3.6	2.0	2.5	2.6	1.3	15
All other	71	58,593	9.3	35	24,889	11.2	3.0	2.6	1.4	2.3	1.3	.6	11
$500,000 and over	12	44,671	7.7	6	17,584	9.5	2.5	2.6	.6	2.5	1.0	.3	----
$300,000 - $499,999	17	6,462	13.9	9	3,513	16.6	4.3	2.2	4.5	1.9	2.5	1.2	1
$200,000 - $299,999	9	2,292	13.6	6	1,572	12.7	4.3	3.1	1.7	1.2	1.6	.8	5
$100,000 - $199,999	33	4,968	15.6	14	2,220	14.7	3.4	2.7	3.0	1.6	2.2	1.6	5
FURNITURE AND HOUSE FURNISHINGS													
China, glassware, and crockery	56	15,097	22.0	32	7,713	23.0	6.1	7.2	1.6	1.9	3.1	1.1	14
$200,000 and over	30	11,530	22.5	17	5,719	23.2	6.4	7.7	1.6	1.6	2.6	1.1	4
$100,000 - $199,999	26	3,567	20.4	15	1,994	22.6	7.1	5.6	1.6	2.6	3.9	1.4	10
Floor coverings	216	125,220	13.4	156	105,169	13.3	4.6	3.6	1.0	1.0	1.7	1.0	41
$1,000,000 and over	26	52,931	12.9	24	50,248	13.0	5.0	3.5	.9	1.1	1.6	.9	----
$500,000 - $999,999	51	36,511	12.1	42	30,491	12.5	4.2	3.7	.6	.9	1.5	1.4	6
$300,000 - $499,999	52	19,726	13.6	36	14,551	12.9	3.9	4.3	1.2	.6	1.6	.9	11
$200,000 - $299,999	32	7,619	15.5	23	5,602	14.6	5.6	4.9	.7	1.0	2.0	.6	6
$100,000 - $199,999	55	6,231	18.5	29	4,277	21.1	7.5	5.1	2.1	1.3	3.6	1.3	16
Furniture (general line)	23	9,490	20.9	12	5,260	20.1	7.9	7.7	.6	1.6	1.7	.4	2
Furniture (household)	119	36,001	20.7	64	28,540	20.5	6.3	6.2	1.6	2.2	3.2	1.0	30
$500,000 and over	19	15,647	18.7	15	13,057	18.4	5.6	6.5	.9	1.5	2.7	1.0	3
$300,000 - $499,999	24	9,262	20.9	16	6,310	20.3	5.7	6.3	1.6	3.1	2.4	1.0	9
$200,000 - $299,999	26	6,129	23.3	21	4,915	22.6	7.1	6.0	2.3	2.3	3.6	1.3	5
$100,000 - $199,999	50	6,743	22.7	32	4,258	24.4	6.0	5.2	2.4	2.6	5.4	.6	13
Furniture (office)	4	1,939	14.1	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)
House furnishings (except as specified)	202	73,137	14.1	133	49,661	14.9	4.9	4.5	1.2	1.2	2.0	1.1	92
$1,000,000 and over	14	20,956	11.3	10	15,414	12.6	4.3	4.3	.6	1.2	1.5	.7	----
$500,000 - $999,999	25	17,327	12.6	15	10,594	13.6	4.7	4.3	1.0	1.0	1.7	1.1	7
$300,000 - $499,999	32	12,200	14.0	20	7,974	14.5	4.4	4.2	1.7	1.3	1.5	1.4	22
$200,000 - $299,999	42	10,274	17.7	29	7,156	18.5	5.9	4.9	1.6	1.5	3.2	1.4	13
$100,000 - $199,999	69	12,360	17.6	59	6,523	17.7	5.9	4.9	1.6	1.2	2.9	1.2	50
Musical instruments and sheet music	40	15,162	24.1	27	11,676	24.5	6.5	6.2	1.3	2.0	2.9	1.6	12
$300,000 and over	16	10,756	22.2	13	9,325	23.5	6.1	6.1	1.2	1.9	2.6	1.6	1
$100,000 - $299,999	24	4,424	28.6	14	2,551	28.4	10.0	9.1	1.5	2.2	4.2	1.4	11
GROCERIES (GENERAL LINE)													
Not sponsoring cooperative or voluntary groups	2,507	1,286,290	9.6	1,660	1,038,132	9.9	2.5	2.4	1.7	1.3	1.3	.7	620
$2,000,000 and over	57	207,552	12.1	51	191,648	12.7	3.2	3.3	2.2	2.0	1.2	.6	10
$1,000,000 - $1,999,999	182	237,131	9.7	146	191,800	9.7	2.4	2.5	1.6	1.4	1.2	.6	41
$500,000 - $999,999	568	361,339	9.0	471	316,906	9.2	2.2	2.2	1.5	1.2	1.4	.7	166
$300,000 - $499,999	645	252,151	6.9	489	192,536	9.0	2.3	2.2	1.5	1.0	1.3	.7	204
$200,000 - $299,999	525	128,712	6.7	370	90,952	9.1	2.2	2.2	1.6	.9	1.4	.6	211
$100,000 - $199,999	530	79,405	9.4	353	54,288	9.6	2.5	2.3	1.6	1.0	1.5	.7	188
GROCERIES AND FOODS (SPECIALTY LINES)													
Breakfast cereals	22	21,756	44.1	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Canned foods	166	69,792	11.5	117	52,361	12.0	3.3	3.4	2.0	1.2	1.2	.9	84
$300,000 and over	79	54,534	11.0	62	42,926	11.5	3.1	3.3	2.0	1.2	1.0	.9	40
$100,000 - $299,999	69	15,256	13.5	55	9,433	13.9	4.0	3.7	1.9	1.3	1.9	1.1	44
Coffee, tea, and spices	143	65,588	25.7	93	40,887	26.5	6.0	9.5	3.9	2.9	2.7	1.5	20
$1,000,000 and over	17	32,350	24.2	9	16,240	24.2	4.3	9.6	4.7	2.2	2.2	1.2	----
$300,000 - $999,999	36	17,902	27.2	23	12,022	27.0	6.6	6.6	3.0	3.3	3.1	2.0	4
$200,000 - $299,999	28	6,535	27.4	22	5,114	29.9	6.0	10.9	3.3	3.4	2.9	1.4	2
$100,000 - $199,999	62	6,801	26.7	39	5,511	29.5	7.4	9.3	3.6	4.1	3.4	1.7	14
Coffee roasting and spice grinding	111	96,956	16.0	76	47,247	27.5	5.4	11.5	3.2	3.7	2.5	1.2	23
$1,000,000 and over	19	70,643	14.4	10	25,907	27.0	4.6	12.5	3.0	3.5	2.2	1.2	----
$500,000 - $999,999	16	10,721	20.6	13	6,737	22.5	4.9	6.3	3.3	3.1	2.1	.6	----
$300,000 - $499,999	19	7,153	27.6	14	5,402	27.4	4.6	10.9	3.0	4.3	2.9	1.5	2
$200,000 - $299,999	19	4,727	32.0	15	3,743	35.1	9.5	11.7	4.6	4.2	3.0	1.9	3
$100,000 - $199,999	36	5,512	33.7	24	3,458	35.4	6.9	12.2	4.0	4.9	4.2	1.2	18

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES*									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
GROCERIES AND FOODS (SPECIALTY LINES)—Con.													
Confectionery	316	$74,961	13.5	207	$49,170	15.3	4.5	4.6	2.3	1.3	1.8	.8	141
$300,000 and over	57	33,813	12.6	34	21,739	15.2	5.8	4.6	1.4	1.3	1.3	.8	---
$100,000 - $299,999	259	41,148	14.3	173	27,431	15.5	3.6	4.6	3.0	1.3	2.1	.9	141
Fish and sea foods	347	99,927	19.6	219	64,745	20.4	5.2	3.9	3.3	3.7	2.9	1.4	113
$500,000 and over	40	36,716	17.6	26	23,908	19.8	5.1	4.0	3.0	3.8	2.3	1.6	12
$300,000 - $499,999	54	20,267	19.6	34	12,906	20.4	5.5	3.2	3.2	4.4	2.5	1.5	8
$200,000 - $299,999	76	18,439	21.2	57	13,782	20.9	5.1	4.1	3.4	3.9	3.2	1.2	26
$100,000 - $199,999	177	24,485	21.5	102	14,149	20.9	5.3	4.0	3.7	2.7	4.1	1.1	65
Flour	127	36,610	11.4	87	24,880	11.6	3.6	2.7	2.4	.8	1.3	.8	45
$300,000 and over	43	21,630	10.7	32	14,831	10.9	3.3	2.6	2.3	.7	1.3	.7	15
$200,000 - $299,999	30	7,355	11.4	21	5,220	11.7	3.6	2.3	2.7	1.0	.9	1.2	12
$100,000 - $199,999	54	7,625	13.4	34	4,829	13.5	4.6	3.2	2.6	1.0	1.4	.7	18
Fruits and vegetables (frosted)	12	7,757	8.9	10	(x)	11.9	3.1	2.1	1.8	2.4	2.1	.4	1
Meats and provisions	1,140	457,716	10.6	741	314,005	11.4	2.7	2.6	1.8	1.3	1.9	1.1	652
$1,000,000 and over	75	133,018	9.3	49	89,833	10.5	2.2	2.2	1.9	1.3	1.6	1.3	26
$500,000 - $999,999	162	111,383	10.0	119	83,526	10.8	2.9	2.4	1.7	1.3	1.7	.8	84
$300,000 - $499,999	237	91,799	11.8	173	67,458	11.6	2.9	2.5	1.9	1.4	2.1	.8	117
$200,000 - $299,999	229	58,860	11.8	147	36,285	12.5	3.0	3.2	2.0	1.2	2.3	.8	141
$100,000 - $199,999	437	62,655	12.8	253	36,903	13.4	3.2	3.0	1.9	1.0	2.6	1.7	264
Other food and grocery specialties	1,084	392,806	13.8	672	247,783	13.4	3.5	3.9	2.1	1.5	1.6	.8	376
$2,000,000 and over	17	55,653	15.5	10	28,364	12.5	3.4	4.5	1.4	1.8	1.0	.4	1
$1,000,000 - $1,999,999	34	44,498	11.4	24	30,938	10.7	3.5	3.0	1.3	1.0	1.1	.8	3
$500,000 - $999,999	136	92,592	13.6	86	58,840	14.6	3.4	4.6	2.4	1.7	1.7	.8	40
$300,000 - $499,999	205	78,394	13.2	145	55,737	13.5	3.6	3.7	2.0	1.5	1.6	1.1	55
$200,000 - $299,999	233	56,791	13.0	157	38,148	12.8	3.2	3.4	2.2	1.5	1.7	.8	102
$100,000 - $199,999	459	64,878	14.4	250	35,756	14.6	3.9	3.5	2.6	1.4	2.2	1.0	175
HARDWARE													
General line (with industrial department)	365	375,554	18.2	280	302,794	18.5	5.8	5.9	1.1	2.4	2.2	1.1	44
$2,000,000 and over	42	205,126	17.5	35	166,384	17.7	5.4	5.6	.9	2.9	1.8	.9	---
$1,000,000 - $1,999,999	42	54,770	18.3	37	47,240	18.7	5.6	6.5	1.1	2.1	2.2	1.2	1
$500,000 - $999,999	91	63,904	19.0	68	47,775	19.5	6.8	5.7	1.4	1.9	2.4	1.5	6
$300,000 - $499,999	77	29,657	19.0	65	25,107	19.2	6.3	5.7	1.5	1.4	3.0	1.3	13
$200,000 - $299,999	53	13,201	21.0	34	10,344	20.7	6.4	5.9	1.1	2.3	2.9	2.1	4
$100,000 - $199,999	60	8,896	22.4	41	5,944	23.6	7.8	7.2	1.7	1.7	3.6	1.6	20
General line (without industrial department)	230	132,435	17.6	165	106,123	17.9	5.9	5.3	1.3	1.9	2.3	1.2	53
$2,000,000 and over	13	34,097	16.5	11	29,898	16.8	5.5	5.4	1.1	2.0	2.0	.8	---
$1,000,000 - $1,999,999	20	29,426	17.5	17	25,574	17.4	5.6	5.2	1.2	2.1	2.0	1.3	---
$500,000 - $999,999	49	32,902	18.1	35	23,669	18.7	6.8	5.3	1.2	1.9	2.5	1.2	4
$300,000 - $499,999	43	16,407	17.9	35	13,675	18.2	5.7	5.2	1.3	1.9	2.8	1.3	10
$200,000 - $299,999	42	10,787	19.3	32	8,267	19.3	6.0	5.5	1.9	1.5	2.9	1.5	13
$100,000 - $199,999	63	8,816	19.5	35	5,040	19.8	6.6	4.5	2.1	1.5	3.6	1.5	26
Specialty lines	137	36,740	21.7	89	29,127	22.3	7.4	7.6	2.1	1.7	2.4	1.1	35
$200,000 and over	51	24,957	21.3	41	22,415	21.9	7.0	7.9	2.2	1.7	2.1	1.0	13
$100,000 - $199,999	86	11,783	22.4	48	6,712	23.5	8.4	6.6	1.7	1.5	3.8	1.5	22
JEWELRY													
Jewelry (general line)	162	60,390	17.2	95	43,759	17.4	6.5	8.0	.7	.5	2.4	1.3	64
$1,000,000 and over	10	16,908	15.3	9	15,862	15.2	4.9	6.3	.6	.4	2.1	.9	1
$500,000 - $999,999	23	14,973	17.8	20	13,265	18.2	7.4	5.8	.6	.6	2.6	1.2	8
$300,000 - $499,999	36	13,423	18.5	20	7,389	19.0	7.8	5.5	.7	.7	2.5	2.0	13
$200,000 - $299,999	19	4,474	17.4	9	2,055	19.0	6.8	6.8	1.2	.8	2.2	1.2	9
$100,000 - $199,999	74	10,612	17.5	37	5,188	18.9	7.1	6.3	.7	.3	2.9	1.6	35
Clocks and watches	38	35,552	18.7	18	22,789	20.1	4.6	11.7	.1	.2	.8	2.7	15
Diamonds and other prscious stones	76	17,412	10.5	18	5,032	9.8	4.7	2.2	.1	(1)	1.7	1.1	20
All other	139	48,123	23.3	79	29,953	24.4	8.2	8.9	1.1	1.3	3.5	1.4	48
$1,000,000 and over	7	14,934	22.3	5	10,312	24.5	8.6	9.0	.6	1.2	3.7	1.4	---
$500,000 - $999,999	14	9,541	26.3	11	7,438	26.5	7.0	11.4	1.3	1.4	4.5	.9	3
$300,000 - $499,999	21	8,248	23.7	11	4,252	25.2	8.3	7.1	1.9	2.3	3.4	2.2	3
$100,000 - $299,999	97	15,400	21.0	52	7,951	21.9	9.0	7.5	1.0	.7	2.2	1.5	42
LUMBER AND CONSTRUCTION MATERIALS													
Builders' supplies (general line)	132	60,499	16.4	79	34,226	17.5	5.1	3.1	2.6	2.4	2.7	1.4	29
$500,000 and over	32	35,339	15.6	22	20,102	17.0	5.0	2.8	2.7	2.6	2.7	1.2	4
$300,000 - $499,999	35	12,881	16.1	17	6,586	17.4	4.8	3.3	2.5	2.1	3.2	1.5	---
$200,000 - $299,999	27	6,411	16.0	16	3,800	18.1	5.0	3.5	3.6	2.5	2.2	1.3	16
$100,000 - $199,999	36	5,668	16.8	24	3,738	20.3	6.2	3.6	3.3	2.2	2.9	2.1	9
Lumber	423	178,389	13.6	211	90,269	14.8	4.5	2.8	2.2	2.1	2.1	1.1	60
$1,000,000 and over	31	55,933	9.6	16	26,039	11.3	2.7	2.0	2.3	1.8	1.5	1.0	5
$500,000 - $999,999	71	48,336	13.6	37	24,813	14.7	4.7	3.3	2.0	2.2	1.5	1.0	6
$300,000 - $499,999	84	32,296	15.2	52	20,158	15.9	5.1	2.9	1.9	2.3	2.5	1.2	17
$200,000 - $299,999	75	18,339	15.8	35	8,659	16.5	5.8	2.7	2.5	2.1	2.5	1.1	8
$100,000 - $199,999	162	23,481	19.6	71	10,600	20.2	6.5	3.5	3.2	2.5	3.2	1.3	24

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Less than one-tenth of one percent.

Table 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

By Kinds of Business and Net-Sales-Size Groups—Continued

UNITED STATES SUMMARY [Only Establishments With Sales of $100,000 or More are Included in This Table]

Kind of Business / Business-Size Group	All Establishments with Sales of $100,000 or More: Number	Sales (add 000)	Operating expenses, percent of sales	Establishments Reporting Analysis of Expenses*: Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	Active proprietors of unincorporated businesses
LUMBER AND CONSTRUCTION MATERIALS—Con.													
Lumber and millwork	85	$33,415	17.1	55	$22,584	17.7	6.0	2.8	2.3	2.7	2.6	1.3	17
$500,000 and over	18	17,958	14.6	12	12,396	15.1	5.1	2.3	2.4	2.4	1.6	1.3	5
$300,000 - $499,999	13	5,123	18.2	9	3,444	18.1	6.0	3.4	1.7	3.5	2.6	.9	3
$200,000 - $299,999	27	6,601	21.1	19	4,564	22.3	8.0	3.0	2.5	3.2	4.4	1.2	3
$100,000 - $199,999	27	3,733	20.7	15	2,180	21.7	7.4	3.8	2.3	2.2	3.8	2.2	6
Millwork	163	53,369	22.0	114	40,120	22.4	7.0	4.3	2.1	4.7	2.9	1.4	23
$300,000 and over	60	33,889	21.6	46	26,524	22.4	7.0	4.4	2.1	4.9	2.7	1.3	8
$100,000 - $299,999	103	19,480	22.8	68	13,596	22.5	7.1	4.0	2.4	4.3	3.1	1.6	15
Brick, tile, and terra cotta	52	13,686	15.6	27	6,383	17.3	6.4	4.6	2.4	.8	1.9	1.2	11
Cement, lime, and plaster	39	18,289	15.2	20	7,640	16.9	4.6	2.2	5.4	1.3	2.2	1.2	1
Glass	90	24,894	28.4	80	17,198	28.8	8.0	5.7	2.6	7.5	3.3	1.7	8
$500,000 and over	12	9,104	22.8	9	6,749	24.8	6.1	5.5	2.1	6.4	2.4	2.3	1
$300,000 - $499,999	13	4,990	26.7	8	3,091	25.1	8.1	5.6	1.9	6.7	2.4	.4	1
$200,000 - $299,999	17	4,187	31.4	14	3,452	32.7	8.8	5.5	3.3	9.7	3.6	1.8	----
$100,000 - $199,999	48	6,813	35.7	29	3,906	35.0	10.7	6.4	3.5	8.0	5.2	1.2	6
All other	427	152,114	19.0	259	96,351	19.4	5.2	3.1	4.8	2.1	2.5	1.7	69
$500,000 and over	52	69,425	20.8	30	44,500	22.2	4.7	2.9	7.3	2.2	2.8	2.3	6
$300,000 - $499,999	81	31,109	15.2	53	20,174	14.7	4.2	3.0	2.1	2.3	2.0	1.1	13
$200,000 - $299,999	103	25,196	20.1	67	16,329	19.1	6.6	3.9	2.9	1.9	2.5	1.3	14
$100,000 - $199,999	191	26,384	17.9	109	15,348	17.6	6.2	2.9	3.0	1.7	2.5	1.3	36
MACHINERY—EQUIPMENT—SUPPLIES													
Commercial Equipment and Supplies:													
Office machines and equipment	47	12,098	28.9	23	7,132	28.9	11.4	9.9	1.5	2.7	2.3	1.1	13
$200,000 and over	18	8,202	28.6	8	5,059	28.9	11.5	10.4	1.5	2.4	1.8	1.3	---
$100,000 - $199,999	29	3,896	29.3	15	2,073	29.0	11.2	8.7	1.7	3.2	3.4	.8	13
Restaurant and hotel supply houses	114	36,122	23.5	62	17,163	24.2	7.2	8.2	2.1	1.9	3.3	1.5	33
$300,000 and over	34	23,501	22.8	22	10,462	23.9	7.3	8.8	2.0	1.8	2.9	1.1	5
$100,000 - $299,999	80	12,621	25.0	40	6,701	24.7	7.2	7.4	2.1	2.2	3.8	2.0	28
Garage and filling station equipment	30	5,545	25.3	17	3,328	26.6	9.5	9.2	2.1	2.0	2.5	1.3	4
Soda fountain equipment and supplies	6	1,023	24.9	3	(x)	24.2	7.9	4.8	2.4	1.3	6.6	1.2	4
Store machines	8	1,626	12.5	3	(x)	13.2	2.8	5.2	1.5	.7	2.1	.9	2
Store fixtures and equipment	43	10,265	25.6	21	4,188	29.7	12.0	7.0	3.3	1.9	2.9	2.6	8
All other	90	21,749	19.9	49	11,635	20.2	6.3	6.3	1.8	1.9	2.4	1.5	23
$200,000 and over	44	15,309	19.6	26	8,311	19.6	5.6	6.5	1.7	2.1	2.0	1.7	14
$100,000 - $199,999	46	6,440	20.4	23	3,324	21.6	7.9	5.9	2.0	1.5	3.3	1.0	9
Farm and Dairy:													
Dairy equipment	53	16,998	18.2	34	11,578	20.5	6.8	8.1	1.1	1.6	1.6	1.3	17
$300,000 and over	26	11,962	19.3	19	8,850	21.9	7.5	9.2	1.0	1.7	1.4	1.1	7
$100,000 - $299,999	27	5,036	15.7	15	2,728	16.1	4.7	4.9	1.4	1.0	2.2	1.9	10
Farm implements	6	2,534	22.3	5	(x)	22.5	11.0	8.0	.4	1.3	1.6	.2	---
Farm machinery and equipment	71	29,721	14.9	45	15,745	16.0	5.4	4.3	1.1	1.8	2.1	1.3	8
$500,000 and over	14	18,313	12.1	7	6,562	12.2	3.2	3.0	1.1	1.6	1.6	1.7	---
$300,000 - $499,999	15	6,067	17.6	12	4,756	16.8	6.2	4.5	1.2	1.7	2.2	1.0	2
$200,000 - $299,999	13	3,049	18.2	7	1,702	21.0	8.0	6.7	.7	1.7	2.9	1.0	---
$100,000 - $199,999	29	4,292	19.2	19	2,725	20.8	7.4	5.6	1.4	2.4	2.9	1.1	6
Industrial Machinery, Equipment, and Supplies:													
Industrial (general line)	105	69,541	18.8	79	57,980	18.5	6.3	5.6	1.2	1.8	2.3	1.3	14
$500,000 and over	54	55,241	18.5	46	48,471	18.0	6.0	5.5	1.1	1.8	2.3	1.3	9
$300,000 - $499,999	21	8,493	20.4	15	5,986	20.9	8.5	6.2	1.0	1.4	2.4	1.4	---
$100,000 - $299,999	30	5,807	19.8	18	3,523	21.3	6.6	6.5	1.3	1.7	3.0	2.2	5
Belting, hose, and packing	64	13,203	23.6	42	8,889	23.7	9.2	8.0	1.5	1.2	2.9	.9	6
$200,000 and over	18	6,970	23.8	12	4,671	22.5	8.3	8.1	1.5	1.0	2.3	1.3	2
$100,000 - $199,999	46	6,233	23.2	30	4,218	25.0	10.0	7.9	1.6	1.5	3.4	.6	4
Construction (except road building)	69	20,436	22.0	33	12,098	20.0	6.3	6.7	.9	2.5	2.4	1.2	8
$300,000 and over	25	12,256	19.7	17	8,805	18.3	5.8	6.2	.7	2.3	2.0	1.3	3
$200,000 - $299,999	18	4,583	25.7	9	2,312	23.8	7.9	8.5	1.1	2.0	3.6	.7	----
$100,000 - $199,999	26	3,597	25.3	7	981	27.0	6.8	6.4	2.5	5.9	4.1	1.3	5
Road building	151	67,876	19.0	70	37,091	18.7	5.2	6.9	1.3	1.5	2.1	1.7	19
$1,000,000 and over	12	17,235	17.3	8	11,905	16.4	4.5	5.5	1.5	1.2	2.2	1.5	2
$500,000 - $999,999	33	24,745	18.4	19	14,028	18.4	5.0	7.2	1.0	1.4	1.8	2.0	2
$300,000 - $499,999	32	12,201	18.9	15	5,811	19.2	5.1	7.2	1.3	1.6	2.0	2.0	3
$200,000 - $299,999	30	7,293	22.9	11	2,796	23.9	8.1	8.6	1.4	1.9	2.7	1.2	3
$100,000 - $199,999	44	6,402	22.0	17	2,551	23.4	6.0	8.5	2.4	2.3	3.0	1.2	9
Machine tools	60	23,906	15.5	26	9,347	18.7	7.5	5.7	1.3	1.3	2.2	.7	14
Mine and mill supplies	232	92,203	18.9	142	64,194	18.5	6.5	5.5	1.6	1.5	2.1	1.3	31
$1,000,000 and over	15	23,487	16.4	12	20,124	16.1	5.8	5.1	1.4	1.3	2.0	.5	----
$500,000 - $999,999	44	31,078	18.8	32	22,887	18.9	6.7	5.6	1.6	1.7	1.7	1.6	1
$200,000 - $499,999	83	24,761	20.2	47	13,886	20.4	7.1	5.8	1.7	1.6	2.8	1.4	13
$100,000 - $199,999	90	12,877	20.8	51	7,297	20.7	6.9	6.2	1.8	1.7	2.2	1.9	17

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	MACHINERY—EQUIPMENT—SUPPLIES—Con.												
Industrial Machinery, Equipment, and Supplies—Con.													
Oil well supply houses	463	$160,058	9.2	164	$66,959	11.3	3.1	3.2	.9	1.1	1.5	1.5	20
$1,000,000 and over	23	38,760	8.1	12	22,968	10.4	2.2	3.0	.8	1.1	1.4	1.9	----
$500,000 - $999,999	55	38,114	7.0	24	15,653	10.9	4.0	2.7	.7	1.0	1.1	1.4	1
$300,000 - $499,999	78	29,308	8.9	29	10,713	10.6	3.4	3.0	.9	.8	1.2	1.3	4
$200,000 - $299,999	104	24,675	10.7	32	7,757	12.5	3.5	3.4	1.3	1.1	2.1	1.1	5
$100,000 - $199,999	203	29,201	12.4	67	9,868	13.6	3.4	4.4	1.3	1.4	2.0	1.1	10
Power plant and power transmission	27	8,018	16.6	20	4,864	20.8	9.3	6.2	1.1	.9	2.4	.9	8
Printing and lithographing (except paper)	32	7,324	31.8	8	2,556	34.1	10.3	15.0	1.1	2.8	4.3	.6	----
Rope, cordage, and twine	29	11,709	13.6	21	8,659	14.6	5.8	5.1	1.4	.6	1.4	.3	2
Textile	17	6,199	20.5	12	4,511	19.9	7.4	4.4	1.9	2.4	2.7	1.1	2
Used machinery and equipment	35	7,374	27.3	15	3,214	27.0	6.9	5.9	2.8	4.0	2.8	4.6	15
All other	409	131,717	19.3	212	77,266	19.2	7.6	5.6	1.4	1.4	2.0	1.2	70
$1,000,000 and over	25	39,918	16.1	15	26,933	15.2	6.5	4.7	.7	1.0	1.3	1.0	----
$500,000 - $999,999	29	19,158	16.5	20	12,329	19.7	7.1	5.6	2.4	1.6	2.1	.9	4
$300,000 - $499,999	49	18,732	18.1	30	11,494	19.4	7.4	5.8	1.1	1.6	2.2	1.3	14
$200,000 - $299,999	109	26,144	22.1	57	13,459	20.8	7.4	5.7	1.8	2.0	2.6	1.3	21
$100,000 - $199,999	197	27,765	24.1	90	13,051	25.0	10.3	7.1	1.9	1.4	2.7	1.6	31
Professional Equipment and Supplies:													
Dental supply houses	107	24,936	30.0	62	14,849	30.6	10.5	11.5	2.0	.8	2.7	3.1	10
$300,000 and over	23	10,054	29.8	16	6,642	31.2	10.9	12.1	2.0	.6	2.7	2.9	2
$200,000 - $299,999	25	6,272	32.2	14	3,568	31.5	8.9	13.0	2.3	1.0	2.8	3.5	3
$100,000 - $199,999	59	8,610	28.5	32	4,639	29.2	11.2	9.6	1.6	.9	2.7	3.2	5
Religious supply houses	24	5,998	27.6	12	3,588	28.4	12.2	8.6	2.1	1.1	3.0	1.4	10
School equipment and supplies	49	18,143	25.2	34	12,238	24.9	7.5	8.5	1.8	2.8	2.9	1.4	8
$300,000 and over	17	12,255	25.4	13	8,304	25.0	6.6	9.0	1.8	3.3	2.9	1.4	3
$100,000 - $299,999	32	5,888	24.9	21	3,934	24.8	9.5	7.4	1.6	1.8	3.0	1.5	5
Surgical, medical, and hospital	141	40,966	26.2	45	19,234	28.4	10.8	11.3	1.6	1.2	2.5	1.0	14
$300,000 and over	36	23,548	26.6	19	14,761	28.8	11.1	11.9	1.6	1.1	2.3	.8	6
$200,000 - $299,999	30	7,170	24.7	9	2,110	25.0	9.4	9.0	1.3	.6	3.2	1.5	4
$100,000 - $199,999	75	10,248	26.5	17	2,363	28.5	10.4	10.0	1.8	2.2	2.6	1.5	4
All other	36	10,549	24.1	18	4,465	24.5	8.3	6.6	2.6	1.9	4.1	1.0	8
Service Equipment and Supplies:													
Barber and beauty supply houses	104	21,447	35.4	59	11,342	34.1	10.2	11.2	3.8	2.1	3.8	3.0	49
$200,000 and over	30	11,318	37.9	16	5,360	36.2	10.9	11.5	3.6	2.8	3.6	3.8	10
$100,000 - $199,999	74	10,129	32.6	43	5,982	32.3	9.5	10.9	4.0	1.4	4.1	2.4	39
Laundry and dry cleaning	89	29,566	19.9	53	19,874	18.5	5.8	6.3	2.3	1.2	1.4	1.5	8
$500,000 and over	14	12,239	15.7	9	8,455	16.7	5.5	5.3	2.3	1.2	1.2	1.2	----
$300,000 - $499,999	17	6,673	19.9	15	5,842	18.3	5.3	6.8	2.0	1.3	1.3	1.6	1
$200,000 - $299,999	21	5,311	23.7	12	3,037	20.4	7.0	7.4	2.3	1.0	1.7	1.0	1
$100,000 - $199,999	37	5,343	25.5	17	2,540	22.4	6.4	7.5	2.6	1.4	1.8	2.7	6
Tailors' supplies	8	1,491	20.7	6	(x)	21.1	7.6	8.0	1.6	.6	2.1	1.2	3
Undertakers' supplies	13	1,920	29.7	7	1,135	31.0	8.2	9.3	2.8	3.1	4.6	3.0	----
Upholsterers' supplies	88	22,104	23.5	61	14,814	24.2	9.3	7.2	1.7	1.6	3.1	1.3	18
$200,000 and over	40	15,486	23.3	26	10,027	24.8	9.3	7.5	1.7	1.7	3.3	1.3	10
$100,000 - $199,999	48	6,618	23.9	35	4,787	22.8	9.2	6.3	1.8	1.3	2.8	1.4	8
All other	89	19,506	21.7	47	10,544	22.2	8.0	7.6	1.6	1.1	2.6	1.3	23
$200,000 and over	34	11,814	19.6	15	5,900	20.3	7.6	7.0	1.3	.8	2.6	1.0	3
$100,000 - $199,999	55	7,692	24.9	32	4,644	24.5	8.4	8.4	2.0	1.6	2.6	1.5	20
Transportation Equipment and Supplies:													
Aircraft and aeronautical	5	2,066	26.7	2	(x)	21.0	7.7	4.0	.4	3.7	2.7	2.5	----
Railroad	34	22,730	24.4	16	14,907	25.8	11.0	6.8	1.5	.9	1.0	4.6	2
Marine	69	17,763	20.3	41	11,362	20.3	7.7	5.1	1.6	2.2	2.5	1.2	17
$300,000 and over	14	7,898	17.7	9	5,360	18.9	6.2	5.4	1.1	3.0	2.2	1.0	4
$200,000 - $299,999	21	5,184	23.6	15	3,678	23.0	10.5	4.4	2.4	1.6	2.5	1.6	2
$100,000 - $199,999	34	4,681	21.3	17	2,324	19.4	6.7	5.6	1.7	1.2	3.2	1.0	11
Other	1	(x)	(x)	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)
	METALS AND METAL WORK (EXCEPT SCRAP)												
Building metal work	37	9,840	18.6	22	6,421	19.2	6.2	3.4	2.6	3.0	2.8	1.2	14
$200,000 and over	21	7,765	19.0	12	5,108	20.3	6.6	3.7	2.8	3.3	2.7	1.2	5
$100,000 - $199,999	16	2,075	17.4	10	1,313	15.1	4.7	2.3	1.5	1.9	3.3	1.4	9
Iron and steel products (general line)	78	74,974	19.4	63	66,677	19.3	5.8	4.8	1.7	3.9	2.2	.9	18
$1,000,000 and over	20	47,711	18.9	19	(x)	18.9	5.1	5.0	1.7	4.1	2.3	.7	11
$300,000 - $999,999	37	22,835	20.2	28	17,122	20.2	7.3	4.4	1.6	3.6	1.9	1.4	2
$200,000 - $299,999	13	3,230	21.2	11	2,732	20.0	7.5	3.7	1.7	3.2	3.1	.8	3
$100,000 - $199,999	8	1,198	22.8	5	(x)	21.9	5.3	4.6	3.9	2.7	3.3	2.1	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

UNITED STATES SUMMARY [Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS / BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
METALS AND METAL WORK (EXCEPT SCRAP)—Con.													
Iron and steel products (semi-finished)	22	$10,213	20.8	14	$6,577	24.3	7.8	5.4	3.0	3.9	3.2	1.0	1
Iron and steel products (flat)	127	81,137	20.0	94	40,483	19.9	8.8	3.8	2.5	3.6	2.2	1.0	24
$500,000 and over	38	38,782	19.9	25	23,322	20.1	6.8	3.7	2.8	4.1	1.8	.9	6
$300,000 - $499,999	29	11,078	19.8	22	8,364	18.4	6.2	4.0	1.6	3.0	2.3	1.3	5
$200,000 - $299,999	26	6,213	21.4	21	4,915	20.6	7.3	4.0	2.4	3.1	2.7	1.1	3
$100,000 - $199,999	34	5,064	19.6	26	3,882	20.3	7.5	3.5	2.5	2.7	3.5	.6	10
Wire and wire products	22	4,385	23.5	12	2,541	23.1	8.2	7.2	1.9	1.9	2.6	1.3	3
Iron and steel finished products (N.E.C.)	133	47,483	20.6	88	32,453	20.0	7.2	4.5	1.9	3.4	2.3	.7	30
$500,000 and over	29	23,811	19.2	19	15,857	18.0	6.6	4.5	1.5	3.0	1.6	.8	2
$300,000 - $499,999	24	9,411	21.3	18	7,212	21.4	7.9	4.5	2.4	3.4	2.7	.5	6
$200,000 - $299,999	28	7,025	20.9	19	4,978	21.5	7.7	4.2	2.1	3.5	3.3	.7	4
$100,000 - $199,999	52	7,236	24.0	32	4,406	23.5	7.5	5.0	2.4	4.3	3.4	.9	18
Copper	23	48,709	3.9	15	8,039	14.8	5.6	3.6	1.0	1.6	2.2	.8	2
All other	66	154,600	5.3	43	42,778	13.5	4.0	3.7	.9	3.0	1.1	.8	14
$1,000,000 and over	20	136,108	4.6	14	29,292	14.8	4.0	4.2	.9	3.9	1.1	.7	5
$500,000 - $999,999	17	12,540	8.4	13	9,898	8.7	3.5	1.8	.9	.9	1.0	.6	4
$100,000 - $499,999	29	5,952	14.8	16	3,588	15.8	5.3	5.3	1.5	1.0	1.3	1.4	5
PAPER AND ITS PRODUCTS													
Wrapping or coarse paper and products	706	256,039	17.2	525	200,286	17.1	5.6	5.6	1.6	1.5	1.8	1.0	248
$2,000,000 and over	14	39,116	11.9	11	31,020	11.2	3.9	3.5	1.3	1.0	.9	.6	----
$1,000,000 - $1,999,999	20	26,623	16.1	16	21,401	17.0	5.7	5.7	1.1	2.0	1.9	.6	4
$500,000 - $999,999	99	65,414	17.7	81	54,148	17.3	6.0	5.9	1.4	1.5	1.6	.9	22
$300,000 - $499,999	126	47,290	18.8	100	37,804	18.9	5.9	6.2	1.8	1.8	2.0	1.4	35
$200,000 - $299,999	137	33,647	18.7	97	23,982	19.0	5.7	6.3	2.2	1.6	2.2	1.0	44
$100,000 - $199,999	310	43,949	18.8	220	31,931	18.9	5.9	5.7	2.2	1.5	2.4	1.2	143
Printing and writing papers	292	177,850	15.6	221	147,713	16.2	5.0	5.9	1.3	1.6	1.8	.6	26
$2,000,000 and over	12	39,108	11.6	11	(x)	11.7	3.3	5.2	.6	1.2	1.0	.4	----
$1,000,000 - $1,999,999	40	53,094	14.6	31	42,231	16.0	5.0	6.2	1.2	1.7	1.6	.3	----
$500,000 - $999,999	58	41,477	17.2	52	37,167	17.9	5.6	6.1	1.5	1.6	2.2	.9	3
$300,000 - $499,999	56	22,075	17.8	45	17,814	18.4	5.7	5.9	1.7	2.0	2.1	1.0	5
$200,000 - $299,999	41	9,960	20.0	31	7,654	20.9	7.4	6.4	2.3	1.1	2.6	1.1	2
$100,000 - $199,999	85	12,136	20.0	51	(x)	20.5	6.2	6.0	1.8	2.0	3.4	1.1	18
Stationery and stationery supplies	105	32,755	23.9	53	15,781	20.4	7.2	5.8	2.4	1.8	2.4	.8	29
$500,000 and over	16	15,233	26.3	8	6,898	19.5	7.7	5.5	2.5	1.4	1.6	.8	4
$200,000 - $499,999	32	9,795	21.0	17	5,077	19.9	6.3	5.6	2.7	1.9	2.5	.9	9
$100,000 - $199,999	57	7,727	23.0	28	3,806	22.7	7.4	8.7	2.0	2.1	3.6	.9	16
Wallpaper	49	11,014	32.7	33	7,886	35.4	11.6	9.5	3.3	3.5	5.0	2.5	10
$200,000 and over	19	8,697	32.2	16	5,383	35.2	12.0	8.7	3.3	3.7	5.0	2.5	5
$100,000 - $199,999	30	4,317	33.5	17	2,503	35.7	10.6	11.2	3.4	3.0	5.0	2.5	5
PETROLEUM AND ITS PRODUCTS													
Petroleum and its products	245	137,949	12.4	92	52,691	13.2	3.7	3.5	2.5	.9	1.5	1.1	38
$1,000,000 and over	28	80,347	7.3	12	32,165	9.5	2.7	3.1	1.2	.7	.7	1.1	3
$500,000 - $999,999	27	19,317	15.3	10	7,821	15.4	4.6	3.2	5.2	.5	1.3	.6	----
$200,000 - $499,999	70	21,319	22.1	25	6,746	20.2	5.0	4.4	4.3	1.7	3.6	1.2	11
$100,000 - $199,999	120	16,966	21.2	45	5,959	21.9	6.6	5.7	3.5	1.5	3.3	1.3	24
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES													
Plumbing and heating (general line)	480	173,231	17.2	361	130,019	17.5	6.1	4.2	1.5	1.7	2.2	1.8	72
$1,000,000 and over	21	34,428	14.4	13	21,952	14.1	4.6	4.1	.8	1.6	1.3	1.7	----
$500,000 - $999,999	74	48,664	16.9	58	37,965	16.9	5.8	4.6	1.1	1.8	2.1	1.5	14
$300,000 - $499,999	102	38,425	18.3	86	32,301	18.7	6.5	4.2	1.5	1.9	2.5	2.1	2
$200,000 - $299,999	101	24,973	19.1	75	18,685	19.3	7.0	3.9	2.0	1.7	2.7	2.0	10
$100,000 - $199,999	182	26,741	18.1	129	19,116	18.8	6.6	3.8	2.1	1.6	2.8	1.9	46
Heating (including stoves and ranges)	98	25,796	23.2	64	16,669	24.5	8.2	6.8	2.1	2.4	3.7	1.3	17
$300,000 and over	27	14,174	21.3	17	8,556	22.8	7.2	6.6	2.0	2.1	3.4	1.5	1
$200,000 - $299,999	17	4,207	23.1	13	3,208	24.7	8.5	6.7	1.7	2.9	3.9	1.0	4
$100,000 - $199,999	54	7,415	26.7	34	4,905	27.4	9.8	7.1	2.6	2.6	4.1	1.2	12
Plumbing fixtures, equipment, and supplies	400	107,664	17.3	284	79,324	16.5	5.7	3.7	1.8	1.9	2.4	1.2	102
$500,000 and over	43	33,258	16.3	33	25,452	15.1	5.2	3.4	1.3	2.3	2.0	.9	5
$300,000 - $499,999	60	23,155	15.8	48	18,739	15.5	5.5	3.5	1.3	1.7	2.2	1.3	5
$200,000 - $299,999	92	21,929	19.1	64	15,122	17.3	5.9	4.0	1.8	1.8	2.5	1.3	23
$100,000 - $199,999	205	29,322	18.3	139	20,011	18.8	6.5	4.0	2.0	1.8	2.9	1.6	69
All other	68	18,122	23.8	47	11,791	22.0	8.0	6.6	1.7	1.5	2.2	2.0	13
$200,000 and over	28	12,448	23.5	17	7,401	21.1	7.5	7.0	1.4	1.3	1.8	2.1	3
$100,000 - $199,999	40	5,674	24.3	30	4,390	23.5	8.9	6.1	2.1	1.8	2.9	1.7	10

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
TOBACCO AND PRODUCTS (EXCEPT LEAF)													
Tobacco and products (except leaf)	1,730	$1,033,912	4.9	1,090	$723,441	4.9	1.3	1.6	.7	.4	.6	.3	837
$2,000,000 and over	79	263,163	4.8	61	198,659	4.7	1.2	1.7	.5	.5	.4	.4	51
$1,000,000 - $1,999,999	175	239,807	4.2	128	176,920	4.4	1.2	1.4	.6	.4	.5	.3	82
$500,000 - $999,999	370	256,306	5.1	266	184,274	5.1	1.3	1.6	.7	.4	.7	.4	174
$300,000 - $499,999	338	131,400	5.2	204	79,820	5.4	1.4	1.7	.8	.4	.7	.4	148
$200,000 - $299,999	308	75,416	5.6	202	49,964	6.0	1.5	1.9	.9	.4	.9	.4	188
$100,000 - $199,999	460	67,820	5.6	229	33,804	6.1	1.4	1.7	1.1	.3	1.2	.4	194
WASTE MATERIALS													
Iron and steel scrap	455	262,948	12.2	188	123,628	13.7	4.1	1.1	3.9	1.6	2.1	.9	145
$1,000,000 and over	51	150,607	7.7	24	73,581	9.8	3.3	.5	3.9	.8	.7	.6	14
$500,000 - $999,999	49	34,759	15.4	24	16,059	18.3	5.1	1.8	4.1	2.7	3.3	1.3	12
$300,000 - $499,999	69	26,515	18.5	36	13,905	18.5	5.2	1.0	3.8	3.3	3.9	1.3	29
$200,000 - $299,999	100	24,301	18.9	40	9,692	21.6	6.0	1.6	4.9	2.2	5.1	1.8	32
$100,000 - $199,999	186	26,766	21.1	64	10,391	20.0	4.9	4.4	2.0	2.9	4.6	1.2	58
Junk and scrap (general line)	200	58,532	17.3	86	29,874	18.5	4.8	1.4	3.9	3.9	3.1	1.4	83
$500,000 and over	27	25,598	15.8	15	15,407	16.5	4.8	1.7	2.7	4.2	2.3	.8	5
$200,000 - $499,999	57	16,735	17.5	26	7,974	20.0	5.0	1.1	4.6	3.1	4.3	1.9	24
$100,000 - $199,999	116	16,199	19.5	45	6,493	21.4	4.4	.9	6.2	4.0	3.7	2.2	54
Waste paper, rags, and rubber	262	109,547	17.2	130	54,015	17.8	4.9	1.8	3.5	3.3	3.0	1.3	68
$1,000,000 and over	21	41,228	12.8	8	16,969	13.1	4.0	2.1	2.7	1.2	2.6	.5	----
$500,000 - $999,999	29	20,602	17.5	18	12,728	17.9	4.9	1.3	4.2	2.7	2.4	2.4	10
$300,000 - $499,999	42	15,639	22.1	28	10,426	20.2	5.1	1.7	3.4	5.8	3.5	.7	10
$200,000 - $299,999	56	16,521	18.8	27	7,109	21.4	6.6	2.3	2.8	4.0	4.1	1.6	19
$100,000 - $199,999	114	15,557	22.0	49	6,783	21.6	5.4	1.6	5.3	4.8	2.8	1.7	29
Non-ferrous metals	108	41,432	9.1	58	26,610	9.0	2.7	.7	1.4	2.3	1.4	.5	51
$500,000 and over	24	23,085	7.9	19	18,291	8.0	2.6	.6	1.1	2.2	1.0	.5	11
$200,000 - $499,999	35	11,432	9.7	17	5,323	10.5	2.9	.6	2.2	2.5	2.0	.3	22
$100,000 - $199,999	49	6,915	12.4	22	2,996	12.2	3.1	1.1	2.0	2.6	2.5	.9	18
All other	89	29,883	12.8	32	13,236	14.8	4.1	1.6	3.4	2.8	1.7	1.2	37
$500,000 and over	18	16,528	11.5	10	8,336	13.6	3.3	1.6	3.6	2.6	1.1	1.4	20
$200,000 - $499,999	22	6,605	13.5	11	3,497	15.4	4.6	1.9	2.7	2.7	2.6	.9	9
$100,000 - $199,999	49	6,750	15.3	11	1,403	20.1	7.9	.8	3.1	4.2	3.0	1.1	8
ALL OTHER PRODUCTS													
Books, periodicals, and newspapers	287	144,090	18.2	141	61,680	19.7	6.9	4.2	4.4	1.9	1.6	.7	61
$1,000,000 and over	23	73,001	17.1	12	21,686	24.0	7.5	6.6	5.4	2.5	1.5	.5	2
$500,000 - $999,999	33	22,349	22.3	23	16,161	19.6	7.4	3.7	5.1	1.1	1.5	.8	6
$300,000 - $499,999	44	16,890	17.3	26	9,938	15.0	5.3	2.1	2.8	2.5	1.5	.8	12
$200,000 - $299,999	57	14,258	18.0	29	7,266	16.6	6.4	3.0	3.7	1.4	1.4	.7	12
$100,000 - $199,999	130	17,592	18.3	51	6,629	16.6	6.3	2.4	3.1	1.7	2.2	.9	29
Flowers and nursery stock	119	28,282	19.8	84	19,921	20.1	5.8	5.6	2.3	1.7	3.1	1.6	41
$300,000 and over	25	12,307	18.7	17	8,127	21.1	6.2	6.0	2.2	1.9	2.7	2.1	7
$200,000 - $299,999	25	6,052	21.0	19	4,619	19.8	6.0	5.9	2.1	1.5	3.1	1.2	8
$100,000 - $199,999	69	9,923	20.5	48	7,175	19.3	5.2	4.9	2.7	1.5	3.6	1.4	26
Forest products (except lumber)	96	30,297	16.6	27	6,565	15.8	6.9	2.0	2.2	2.2	1.7	.8	9
$200,000 and over	38	21,850	15.3	9	3,800	14.4	7.5	1.6	1.5	1.8	1.0	1.0	1
$100,000 - $199,999	58	8,447	19.9	18	2,765	17.7	6.0	2.6	3.2	2.6	2.6	.7	8
General merchandise	71	59,983	15.3	49	35,535	17.1	5.9	4.7	1.2	2.3	2.0	1.0	30
$1,000,000 and over	15	39,919	14.2	9	21,090	17.2	5.4	4.4	1.1	2.9	2.2	1.2	2
$300,000 - $999,999	25	14,532	17.4	19	10,213	17.1	7.1	5.3	1.3	1.3	1.4	.7	13
$100,000 - $299,999	31	5,532	17.2	21	4,232	17.2	5.9	4.5	2.0	1.3	2.7	.8	15
Leather and shoe findings	234	87,630	11.3	141	59,427	10.4	3.4	3.0	.9	.7	1.3	1.1	81
$1,000,000 and over	15	34,259	6.9	12	28,492	6.7	1.9	1.9	.7	.6	.7	.9	----
$500,000 - $999,999	20	14,438	9.8	13	8,781	10.1	4.0	3.0	1.0	.6	.8	.7	7
$300,000 - $499,999	29	11,141	13.3	15	5,546	11.9	4.2	3.5	.7	.6	1.5	1.4	11
$200,000 - $299,999	39	9,609	15.3	23	5,780	13.2	4.1	4.3	1.4	.6	1.7	1.1	13
$100,000 - $199,999	131	18,183	17.5	78	10,828	18.3	6.2	5.2	1.3	1.0	2.8	1.8	50
Leather goods	30	9,209	18.4	19	6,671	17.0	6.8	4.3	1.5	.8	2.1	1.5	3
Oils and grease (animal and vegetable)	32	40,236	8.2	19	22,221	8.4	2.4	2.7	.9	.9	.8	.7	9
Optical goods	107	22,971	34.1	55	11,406	32.8	12.8	5.8	2.5	3.9	3.6	4.2	17
$300,000 and over	17	8,708	29.0	7	3,628	27.4	9.2	7.0	2.3	2.1	2.6	4.2	3
$200,000 - $299,999	18	4,284	37.0	11	2,542	38.3	14.3	4.4	2.8	6.5	4.8	5.5	4
$100,000 - $199,999	72	9,979	37.2	37	5,236	33.9	14.6	5.6	2.5	4.0	3.6	3.6	10
Textiles and materials (other than dry goods)	85	28,039	14.2	37	16,563	15.4	5.6	3.3	1.6	2.3	2.0	.6	28
$300,000 and over	20	18,025	12.8	12	11,782	14.6	5.7	3.7	1.4	1.7	1.6	.5	8
$100,000 - $299,999	45	8,014	17.7	25	4,781	17.3	5.2	2.5	1.8	3.7	2.9	1.2	20

* Operating expenses include no compensation for active proprietors of unincorporated businesses.

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TABLE 5.—ANALYSIS OF OPERATING EXPENSES * OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

UNITED STATES SUMMARY [Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	ALL OTHER PRODUCTS—Con.												
Yarns	74	$61,910	7.8	45	$47,952	7.8	3.2	1.8	.7	.3	.8	1.0	33
$1,000,000 and over	13	37,699	5.9	10	33,679	6.0	2.8	1.4	.3	.1	.4	1.0	2
$500,000 - $999,999	19	12,749	8.7	12	8,121	9.8	3.7	2.1	1.4	.3	1.3	1.0	6
$300,000 - $499,999	16	6,470	11.1	7	2,807	13.5	4.1	4.0	1.1	.9	1.7	1.7	8
$200,000 - $299,999	13	3,331	17.0	9	2,352	16.4	5.5	3.5	1.9	1.8	2.7	1.0	7
$100,000 - $199,999	13	1,661	13.7	7	993	17.2	4.6	4.6	2.9	2.1	1.7	1.3	10
Miscellaneous kinds of business	126	39,436	17.1	62	22,030	17.6	6.8	5.1	1.5	1.2	2.0	1.0	29
$500,000 and over	14	17,697	10.7	10	10,941	12.9	5.5	3.6	.9	.8	1.1	1.0	2
$300,000 - $499,999	18	6,292	20.5	11	3,775	20.6	7.2	6.6	2.1	2.1	1.3	1.3	5
$200,000 - $299,999	21	5,010	19.0	10	2,414	21.1	6.7	7.6	2.2	1.2	2.2	1.2	5
$100,000 - $199,999	73	10,437	25.0	31	4,900	24.3	9.5	6.1	2.2	1.3	4.4	.8	17

* Operating expenses include no compensation for active proprietors of unincorporated businesses.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS

[Only Establishments With Sales of $100,000 or More are Included in This Table]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
AMUSEMENT AND SPORTING GOODS													
BICYCLES AND SUPPLIES													
UNITED STATES TOTAL	19	$4,197	17.0	14	$3,433	16.9	5.6	3.9	1.1	2.8	2.4	1.1	6
TOTAL, 14 CITIES	11	2,847	17.0	9	(x)	17.4	5.8	3.3	1.0	3.2	2.7	1.4	3
CAMERAS AND PHOTOGRAPHIC SUPPLIES													
UNITED STATES TOTAL	32	9,244	18.5	25	8,050	17.7	5.5	7.4	1.4	1.1	1.5	.8	13
TOTAL, 14 CITIES	27	8,407	18.4	21	7,353	17.8	5.6	7.8	1.3	1.0	1.4	.9	6
MOTION-PICTURE EQUIPMENT AND SUPPLIES (Except films)													
UNITED STATES TOTAL	33	8,799	14.2	2	(x)	10.9	3.5	3.4	1.0	.6	1.5	.9	----
MOTION-PICTURE FILM EXCHANGES													
UNITED STATES TOTAL	31	18,308	13.4	18	5,898	20.2	10.1	4.5	.7	1.5	2.9	.5	5
TOTAL, 14 CITIES	19	16,236	11.7	10	5,094	19.0	10.2	4.0	.5	1.0	2.8	.5	1
SPORTING GOODS													
UNITED STATES TOTAL	74	30,163	17.8	35	13,220	19.5	7.2	8.2	1.5	1.4	2.2	1.0	15
Middle Atlantic	24	15,346	16.1	14	7,967	18.8	7.0	5.7	1.4	1.5	2.0	1.2	6
West South Central	10	2,018	19.4	5	1,298	20.0	6.4	7.3	1.7	.8	2.9	.9	----
Other divisions	40	12,799	19.2	18	3,955	20.9	7.7	6.8	1.6	1.4	2.5	.9	9
TOTAL, 14 CITIES	49	21,194	16.5	25	10,490	19.4	7.4	5.9	1.3	1.6	2.1	1.1	15
New York City	10	7,282	14.3	9	(x)	21.2	7.9	6.1	1.8	.9	3.4	1.3	8
Other cities	39	13,912	17.8	18	(x)	18.5	7.1	5.8	1.2	1.8	1.6	1.0	9
TOYS, NOVELTIES, AND FIREWORKS													
UNITED STATES TOTAL	81	28,043	20.3	59	20,873	20.1	8.6	6.0	1.5	2.1	2.9	1.0	35
Middle Atlantic	42	16,994	18.3	28	13,447	18.3	8.3	5.2	1.5	1.9	2.5	.9	24
East North Central	17	4,521	24.1	13	3,524	23.7	8.7	8.1	1.1	2.7	3.9	1.2	1
South Atlantic	6	1,218	28.9	5	(x)	24.0	7.8	9.3	1.5	2.0	2.7	.7	2
Pacific	7	1,477	22.7	6	(x)	23.6	7.8	8.2	1.8	2.8	3.9	1.3	8
Other divisions	9	1,833	20.9	7	(x)	21.6	8.1	5.8	1.5	1.6	3.5	1.1	----
TOTAL, 14 CITIES	64	21,857	19.4	49	18,248	19.7	6.6	5.8	1.4	2.1	2.9	.9	35
Chicago	6	1,892	21.8	5	(x)	23.0	8.8	8.5	1.3	2.3	3.5	.8	1
New York City	29	13,095	18.5	20	10,758	18.7	6.4	5.5	1.3	2.0	2.5	1.0	14
Other cities	29	8,870	20.7	24	(x)	20.8	8.9	5.6	1.8	2.2	3.4	.9	20
ALL OTHER													
UNITED STATES TOTAL	28	8,760	22.3	13	3,249	22.7	9.7	8.8	.9	.7	2.0	2.8	7
TOTAL, 14 CITIES	24	7,454	22.3	12	3,146	22.7	9.7	6.8	.9	.7	1.9	2.7	7
AUTOMOTIVE													
AUTOMOBILES (New and used)													
UNITED STATES TOTAL	443	1,295,038	5.0	248	931,888	4.9	1.3	2.1	.2	.8	.5	.2	89
New England	34	81,201	5.2	17	44,545	5.3	2.1	1.2	.1	.6	.7	.6	----
Middle Atlantic	93	283,544	4.1	45	172,154	3.2	1.1	1.1	.1	.3	.4	.2	11
East North Central	91	353,381	8.7	55	288,828	7.7	1.8	4.0	.1	1.1	.6	.3	12
West North Central	68	228,155	3.2	42	191,616	2.8	.7	1.0	.2	.3	.3	.1	19
South Atlantic	45	143,115	3.7	25	110,469	3.0	.9	1.1	.1	.4	.4	.1	2
East South Central	18	39,773	3.9	8	20,840	3.2	.9	1.2	.1	.3	.3	.4	5
West South Central	34	38,542	5.2	21	25,490	4.9	1.5	1.9	.2	.3	.7	.3	8
Mountain	19	15,978	8.5	13	11,888	9.0	3.0	2.8	.3	.3	1.3	1.3	5
Pacific	43	133,351	8.2	22	88,258	8.8	2.2	2.2	.4	.6	.8	.4	7
TOTAL, 14 CITIES	142	711,021	3.8	75	524,162	3.5	1.0	1.4	.1	.4	.4	.2	13
Buffalo	11	39,584	4.3	8	27,852	3.9	1.1	1.8	.2	.2	.4	.4	1
Chicago	12	74,957	3.0	8	57,384	3.2	1.3	1.2	(1)	.2	.4	.1	----
Cleveland	12	35,765	4.8	7	27,501	4.8	1.6	1.8	(1)	.8	.7	.1	1
Detroit	10	89,142	5.5	8	74,915	5.8	.8	3.5	.1	.8	.8	.2	----
Los Angeles	12	45,775	5.2	5	33,083	5.2	2.2	1.5	.1	.8	.8	(1)	----
New York City	17	91,068	2.3	8	85,412	1.8	.7	.5	(1)	.4	.2	(1)	3
Pittsburgh	11	40,495	4.4	7	29,525	4.2	1.3	1.4	.3	.4	.6	.2	2
St. Louis	12	84,667	2.2	7	74,653	1.8	.3	.5	.2	.4	.2	(1)	4
San Francisco	12	34,063	8.9	8	21,871	9.5	2.8	3.0	1.1	.1	1.4	1.1	1
Other cities	33	175,505	3.2	15	112,186	2.4	1.0	.6	(1)	.4	.3	.1	1

* Operating expenses includes no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Less than one-tenth of one percent.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	AUTOMOTIVE—Con.												
TRUCKS AND TRACTORS													
UNITED STATES TOTAL	167	$49,030	17.0	20	$9,596	18.9	5.6	5.6	2.5	1.7	2.6	.7	6
Middle Atlantic	32	10,072	18.6	7	3,151	19.0	6.0	5.5	.7	1.5	2.6	.7	4
Other divieions	135	36,958	16.5	13	6,447	16.6	4.4	5.7	3.3	1.6	2.9	.7	2
TOTAL, 14 CITIES	32	12,333	18.9	9	3,977	22.0	7.4	5.2	3.4	1.1	4.0	.9	4
AUTOMOTIVE ACCESSORIES AND EQUIPMENT													
UNITED STATES TOTAL	668	174,256	22.4	427	125,352	22.1	6.9	7.3	1.5	1.6	2.9	1.7	170
New England	43	9,458	22.0	23	5,958	19.9	6.6	5.9	1.6	1.2	2.9	1.5	20
Middle Atlantic	139	30,737	25.2	91	20,575	26.9	6.7	6.1	2.1	1.9	3.5	2.6	33
East North Central	160	43,066	22.2	110	31,647	22.2	7.0	7.3	1.4	1.6	3.2	1.7	39
West North Central	84	27,930	20.6	53	21,767	20.4	6.5	6.9	1.1	2.2	2.0	1.7	19
South Atlantic	68	16,687	21.7	44	12,419	19.6	6.1	6.4	1.6	1.9	2.7	.9	20
East South Central	30	6,236	26.3	16	16,202	19.0	5.5	6.0	1.1	1.6	2.7	2.1	23
West South Central	56	15,601	17.9	39									
Mountain	32	11,620	21.4	17	6,655	22.4	6.9	10.1	1.3	1.0	2.3	.6	2
Pacific	56	12,721	25.4	34	6,129	24.7	7.6	8.0	1.4	3.0	3.3	1.4	14
TOTAL, 14 CITIES	171	52,005	22.4	127	39,505	22.8	7.3	6.6	1.8	2.0	3.0	1.9	59
Chicago	36	11,753	22.3	27	8,668	23.6	6.6	7.3	1.7	1.0	3.7	1.3	12
Detroit	20	7,221	21.1	18	6,363	21.0	6.5	6.1	1.5	1.9	3.0	2.0	6
Los Angeles	15	3,353	24.6	10	2,143	22.7	7.9	6.4	1.5	2.3	3.0	1.6	7
Milwaukee	5	899	27.6	5	899	27.6	11.3	6.7	1.9	2.1	3.4	2.4	----
New York City	28	7,146	26.2	21	5,444	27.6	9.7	7.9	2.6	1.2	2.9	3.3	6
Philadelphia	15	3,611	24.0	10	2,411	27.3	7.0	6.1	2.3	4.0	4.9	1.0	5
Pittsburgh	11	3,065	22.9	9	(x)	24.6	7.0	6.9	2.5	2.3	3.1	1.0	6
San Francisco	6	2,035	23.9	7	(x)	24.0	6.0	7.6	1.4	4.6	3.1	1.3	2
Washington, D. C.	6	1,264	23.4	5	(x)	22.5	6.5	5.4	2.0	.7	4.6	1.1	5
Other cities	27	11,658	19.0	17	6,344	17.5	4.6	5.3	1.3	2.3	1.6	2.2	10
AUTOMOTIVE PARTS													
UNITED STATES TOTAL	576	155,366	25.7	350	102,973	25.0	6.4	6.6	1.5	2.9	3.4	2.0	126
New England	24	5,889	25.4	16	4,468	24.3	7.9	6.1	1.2	1.4	3.6	2.1	4
Middle Atlantic	91	27,361	26.0	57	19,538	24.6	6.2	6.5	1.4	2.6	3.6	2.3	25
East North Central	123	37,203	26.1	68	23,087	25.5	6.6	7.6	1.5	4.4	3.1	2.3	17
West North Central	63	16,295	27.2	45	12,025	26.7	6.3	9.7	1.7	2.6	4.2	2.2	16
South Atlantic	68	16,286	24.7	39	11,553	22.9	6.4	7.9	1.7	1.6	3.3	2.0	18
East South Central	29	7,627	25.6	16	4,087	24.5	6.0	9.7	1.6	3.6	2.6	.6	10
West South Central	73	21,169	23.6	53	16,255	22.9	5.5	9.1	.9	3.2	3.0	1.2	11
Mountain	30	6,562	28.0	19	4,131	29.7	6.6	11.9	1.6	1.9	3.6	1.9	5
Pacific	75	16,972	25.6	37	7,629	26.9	6.6	10.2	1.5	2.1	4.0	2.5	22
TOTAL, 14 CITIES	139	55,111	25.2	84	36,649	24.2	5.6	8.0	1.2	3.7	3.0	2.5	24
Chicago	22	12,431	22.5	11	7,431	19.9	5.5	5.7	.6	3.7	2.2	2.0	2
Detroit	10	3,700	27.6	5	2,256	28.9	5.4	6.6	.7	2.7	4.0	5.3	—
Los Angeles	16	5,119	25.6	10	2,884	26.2	6.1	9.6	1.7	3.0	3.6	2.0	10
New York City	30	9,272	25.2	18	6,547	24.4	7.2	6.3	1.7	2.1	2.6	2.5	2
Philadelphia	7	5,051	19.2	6	(x)	19.2	3.6	7.6	.3	3.2	2.6	1.7	4
Pittsburgh	7	2,345	27.0	6	(x)	26.3	5.4	8.3	1.1	3.4	4.2	3.9	1
St. Louis	9	2,944	28.4	7	(x)	26.6	5.6	9.4	1.4	3.3	3.6	2.9	2
Other cities	38	14,249	27.7	21	10,159	27.2	6.3	6.5	1.5	5.3	3.0	2.6	3
TIRES AND TUBES													
UNITED STATES TOTAL	158	61,159	12.6	106	28,586	17.9	5.0	5.5	1.5	1.4	3.0	1.5	71
New England	13	3,221	16.4	9	2,527	16.6	5.0	6.4	1.5	1.6	2.7	1.6	5
Middle Atlantic	63	39,669	6.6	42	13,674	15.6	4.2	4.5	1.5	1.1	2.6	1.7	32
East North Central	29	7,101	19.3	18	3,680	21.3	5.9	6.6	1.3	1.7	4.6	1.2	7
West North Central	9	1,652	21.3	6	(x)	19.7	4.2	7.0	1.6	2.3	3.3	1.1	5
South Atlantic	12	2,539	20.4	7	1,284	22.6	6.7	4.6	2.3	1.6	4.4	2.6	6
West South Central	10	2,488	15.6	7	1,964	13.7	3.6	4.2	.8	.5	2.7	1.9	5
Other divisions	22	4,489	21.5	15	(x)	22.1	7.2	6.0	1.9	1.9	2.5	.6	11
TOTAL, 14 CITIES	61	25,309	16.9	57	16,486	17.9	5.0	5.7	1.5	1.6	2.6	1.3	32
Chicago	11	3,049	19.9	6	1,475	22.1	6.1	7.5	1.5	1.9	4.2	.9	1
New York City	27	12,605	12.7	18	6,983	13.4	3.3	4.3	1.3	1.1	1.9	1.5	13
Philadelphia	10	2,141	20.1	7	1,571	20.3	5.6	4.9	1.3	2.2	3.3	2.6	6
St. Louis	6	1,143	21.2	6	1,143	21.2	4.7	7.6	2.2	2.3	3.2	1.2	2
Other cities	27	6,371	21.6	20	5,314	23.1	7.3	7.5	1.7	1.9	3.8	.9	6

* Operating expensee include no compensation for active proprietore of unincorporated bueinesses.
x Withheld to avoid discloeure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
BEER, WINES, AND LIQUORS													
BEER AND ALE													
UNITED STATES TOTAL	1,490	$350,415	15.6	902	$223,083	15.9	3.4	4.1	4.5	.9	2.2	.6	566
New England	118	33,677	15.7	77	20,776	15.4	3.3	3.6	4.2	.6	2.5	1.2	39
Middle Atlantic	388	82,696	13.6	228	49,796	14.8	3.2	3.6	4.3	.6	2.0	.7	159
East North Central	383	92,671	15.9	230	59,601	15.5	3.2	3.7	4.6	1.0	2.0	.8	136
West North Central	158	32,377	16.6	96	20,430	17.5	3.6	4.2	4.9	1.1	2.6	1.1	79
South Atlantic	122	31,160	16.6	79	20,163	17.1	3.4	5.0	4.2	.9	3.2	.4	36
East South Central	41	9,084	16.6	17	3,637	18.9	4.1	4.6	5.2	1.5	2.6	.7	6
West South Central	99	23,853	14.6	62	17,117	13.5	2.6	3.5	3.9	.8	1.7	.8	34
Mountain	42	6,632	15.7	24	4,966	15.5	3.3	4.0	4.0	1.0	2.2	1.0	15
Pacific	139	36,063	16.9	89	26,373	17.2	3.4	5.1	4.5	1.4	2.1	.7	62
TOTAL, 14 CITIES	205	71,534	15.1	123	48,496	15.7	3.4	4.7	4.2	.8	1.6	.6	44
Buffalo	6	1,936	16.5	5	(x)	17.2	5.7	6.1	3.3	.5	1.2	.4	—
Chicago	43	15,112	15.6	31	12,547	15.2	3.6	3.6	3.6	1.1	2.1	.6	14
Cleveland	11	4,567	16.5	6	3,883	17.0	4.2	3.3	6.3	1.3	1.1	.8	—
Los Angeles	11	3,738	14.9	5	1,441	11.6	4.3	2.0	3.5	.6	1.0	.2	2
New York City	41	12,190	15.1	26	6,317	15.6	3.9	4.7	4.1	.6	1.6	.9	6
Pittsburgh	25	4,771	10.3	13	2,641	10.5	2.0	1.6	3.6	.4	2.0	.5	8
Washington, D. C.	7	4,112	16.6	5	(x)	18.8	2.9	7.7	2.4	1.1	3.4	1.1	1
Other cities	61	25,108	15.1	30	15,281	16.2	2.7	5.6	4.6	.7	1.5	.9	13
WINES AND LIQUORS													
UNITED STATES TOTAL	949	661,865	10.7	873	479,875	10.6	3.0	3.7	1.3	.9	1.0	.9	286
New England	90	56,724	11.7	61	41,241	12.0	4.0	3.6	1.4	.8	1.3	.9	5
Middle Atlantic	108	159,677	12.4	75	114,727	11.6	3.0	4.6	1.3	.7	.9	1.1	12
East North Central	271	159,519	9.1	190	104,503	10.1	2.9	3.2	1.2	.7	1.1	1.0	102
West North Central	76	54,657	10.4	58	42,879	10.1	2.9	3.4	1.0	.9	1.0	.9	14
South Atlantic	107	69,912	10.6	66	45,820	10.4	3.3	3.1	1.1	1.1	1.2	.6	23
East South Central	59	26,509	7.9	42	20,206	7.0	2.1	1.6	1.1	.7	1.2	.3	33
West South Central	75	43,164	10.2	59	33,406	9.7	2.7	3.0	1.5	.9	.9	.7	28
Mountain	42	16,656	12.1	31	13,207	11.8	2.7	3.7	1.6	1.1	1.2	1.1	14
Pacific	121	74,847	11.3	91	64,086	11.5	2.5	4.4	1.6	1.3	.9	.8	55
TOTAL, 14 CITIES	298	296,796	11.0	216	222,095	11.2	2.9	4.2	1.2	1.0	1.0	.9	69
Baltimore	19	17,496	10.3	11	12,480	9.3	2.5	3.3	1.0	1.2	.9	.4	7
Boston	21	19,947	11.6	17	16,537	12.1	4.2	3.5	1.4	.9	1.2	.9	—
Buffalo	6	6,965	9.9	5	(x)	9.8	3.2	3.7	1.3	.6	.4	.6	1
Chicago	95	69,372	9.2	72	56,659	9.1	2.6	2.9	.9	.7	.9	.9	29
Los Angeles	23	25,709	11.7	18	24,624	11.5	1.9	4.9	1.6	1.4	.6	.7	9
Milwaukee	16	6,412	12.0	13	5,622	11.7	2.9	4.7	.7	1.1	1.3	1.0	2
New York City	46	94,130	13.2	31	69,131	12.3	2.7	5.3	1.3	.6	1.0	1.2	6
St. Louis	14	11,171	10.1	12	(x)	9.4	3.1	2.7	1.1	.9	.9	.7	—
San Francisco	34	17,482	12.5	22	12,689	13.4	3.6	4.9	.9	1.5	1.1	1.4	10
Washington, D. C.	11	10,679	10.6	7	5,354	12.6	4.3	4.0	1.3	1.2	1.4	.4	1
Other cities	13	19,233	8.0	6	2,541	24.0	7.1	8.5	3.3	1.9	2.8	.6	4
CHEMICALS AND PAINTS													
DYESTUFFS													
UNITED STATES TOTAL	31	19,489	15.2	12	7,763	21.9	6.6	9.4	1.1	1.0	2.5	1.1	1
TOTAL, 14 CITIES	18	10,936	21.5	11	7,645	21.9	6.6	9.4	1.1	1.0	2.5	1.1	1
New York City	6	5,617	25.3	6	(x)	24.5	8.2	10.1	1.1	1.0	2.7	1.4	—
Other cities	10	5,319	17.5	5	(x)	18.3	3.6	7.9	1.1	1.0	2.0	.5	1
EXPLOSIVES													
UNITED STATES TOTAL	10	1,518	14.6	3	(x)	23.8	6.3	3.2	6.0	—	2.5	3.8	—
INDUSTRIAL CHEMICALS													
UNITED STATES TOTAL	130	75,772	13.0	62	54,089	13.1	5.7	3.7	1.1	1.1	1.0	.5	10
New England	20	9,269	11.0	7	4,533	11.1	3.9	2.2	2.1	1.0	1.3	.6	—
Middle Atlantic	51	40,091	13.0	30	30,280	12.1	6.1	3.3	.9	.7	.8	.3	2
East North Central	23	11,218	12.5	15	5,788	14.7	4.6	4.7	1.8	1.3	1.5	1.0	1
West North Central	9	3,263	18.2	9	3,263	18.2	8.7	4.6	1.2	1.5	1.7	.3	1
West South Central	6	2,139	16.6	7	(x)	18.9	6.7	5.3	2.0	2.7	1.6	.6	2
Pacific	11	8,050	13.3	10	(x)	13.2	5.0	4.3	.6	1.3	1.0	.6	2
Other divisions	6	1,742	14.7	4	718	22.6	6.7	4.1	3.5	4.4	2.2	1.7	2
TOTAL, 14 CITIES	71	56,141	12.2	42	40,413	11.9	5.7	3.5	.6	.7	.6	.4	3
Chicago	7	4,281	10.3	6	(x)	9.9	2.7	3.1	1.3	1.0	1.4	.4	—
Los Angeles	5	3,606	11.1	5	3,606	11.1	4.4	3.5	1.1	1.2	.7	.2	2
New York City	29	30,435	11.6	14	23,275	9.9	5.5	2.7	.7	.4	.4	.2	—
Other cities	30	17,639	14.1	17	(x)	18.2	7.9	5.6	1.0	1.3	1.5	.9	1
NAVAL STORES													
UNITED STATES TOTAL	17	11,194	9.1	5	2,376	6.6	3.6	1.0	.9	1.1	.9	1.3	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES * OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	CHEMICALS AND PAINTS—Con.												
PAINTS AND VARNISHES													
UNITED STATES TOTAL	129	$29,907	22.4	89	$20,732	22.3	7.4	6.4	2.1	2.0	2.9	1.5	28
New England	12	2,542	25.4	10	(x)	24.0	8.1	5.6	2.7	1.8	3.6	2.2	1
Middle Atlantic	51	13,765	19.7	32	8,502	17.8	6.0	4.7	2.0	1.1	2.5	1.5	14
East North Central	27	4,441	26.8	15	2,271	29.0	9.8	9.7	2.2	1.8	3.9	1.6	7
West North Central	9	2,282	22.0	7	(x)	22.3	8.2	7.4	1.0	2.1	2.6	1.0	---
South Atlantic	16	3,960	25.8	12	2,991	28.4	8.7	8.1	2.7	4.4	3.2	1.3	2
Pacific	7	1,624	19.2	7	1,624	19.2	6.5	4.5	1.3	2.9	2.6	1.4	4
Other divisions	7	1,293	26.2	6	(x)	28.2	9.0	10.3	1.5	2.7	3.5	1.2	---
TOTAL, 14 CITIES	73	18,015	22.9	47	11,778	22.7	7.4	6.3	2.1	2.5	2.8	1.6	17
Chicago	11	1,703	26.2	7	1,085	29.2	10.2	10.4	1.6	1.7	4.0	1.3	4
New York City	32	9,678	19.8	17	5,227	16.5	5.7	4.1	1.9	1.1	2.3	1.4	9
Other cities	30	6,634	26.5	23	5,466	27.3	8.3	7.7	2.4	3.9	3.1	1.9	4
PAINTS WITH GLASS AND/OR WALLPAPER													
UNITED STATES TOTAL	84	18,485	27.7	54	11,709	27.4	8.5	7.4	2.4	2.7	4.4	2.0	21
Middle Atlantic	19	3,233	27.1	12	2,092	27.7	7.2	8.2	2.0	2.9	5.5	1.9	3
East North Central	23	4,814	30.4	18	3,684	30.6	8.5	8.6	3.6	2.9	4.3	2.7	3
West North Central	15	3,120	25.7	12	2,621	25.0	10.8	6.7	1.0	2.4	2.9	1.2	9
Other divisions	27	7,318	27.1	12	3,312	25.5	7.5	6.2	2.4	2.5	5.0	1.9	6
TOTAL, 14 CITIES	22	4,919	29.6	15	3,644	29.0	7.7	7.9	3.2	4.0	4.0	2.2	9
ALL OTHER													
UNITED STATES TOTAL	66	21,169	20.2	38	12,574	22.6	8.4	7.7	2.6	1.4	1.8	.7	3
Middle Atlantic	33	13,152	20.4	19	8,124	22.4	8.9	7.8	2.4	1.4	1.2	.7	---
East North Central	10	2,335	26.2	6	1,400	26.3	9.7	6.8	4.8	2.4	2.3	.3	---
Other divisions	23	5,682	17.3	13	3,050	21.4	6.4	7.7	2.5	1.2	3.0	.6	3
TOTAL, 14 CITIES	40	14,125	21.4	27	9,981	22.9	8.8	7.6	2.6	1.4	1.9	.6	3
New York City	22	9,306	20.6	13	5,810	23.7	8.9	8.9	2.6	1.5	1.3	.5	---
Other cities	18	4,819	23.0	14	4,171	21.8	8.7	5.8	2.5	1.3	2.7	.8	3
	CLOTHING AND FURNISHINGS												
CLOTHING AND FURNISHINGS (General line)													
UNITED STATES TOTAL	167	52,225	14.3	119	38,956	14.5	4.1	5.2	1.0	.9	2.1	1.2	129
New England	14	5,580	17.8	10	4,741	18.8	8.1	5.3	.6	1.4	2.5	.9	3
Middle Atlantic	73	23,628	12.1	49	16,979	12.1	3.0	4.8	1.0	.4	1.9	1.0	71
East North Central	28	8,664	15.1	18	4,847	14.5	4.4	5.0	1.0	.5	2.2	1.4	20
West North Central	16	6,496	17.7	13	6,143	17.7	3.8	6.0	1.1	2.3	3.0	1.5	7
South Atlantic	11	2,239	14.0	8	1,524	12.4	2.9	4.4	1.1	1.4	1.4	1.2	5
East South Central	9	2,319	15.8	8	(x)	15.3	4.3	5.6	2.0	1.4	1.5	.5	13
West South Central	9	2,077	14.2	8	(x)	15.9	3.8	6.5	.7	1.1	2.1	1.7	7
Other divisions	7	1,222	15.9	5	(x)	15.1	4.6	5.2	.6	1.1	1.4	2.2	3
TOTAL, 14 CITIES	101	34,165	13.4	69	24,849	13.3	4.0	4.8	.9	.5	2.1	1.0	80
New York City	53	19,390	11.6	37	14,487	11.7	2.7	4.9	.9	.3	1.9	1.0	54
Philadelphia	8	1,790	11.5	6	(x)	10.9	3.8	2.9	1.5	.2	1.7	.8	9
St. Louis	7	2,006	13.7	5	(x)	12.5	4.0	4.7	.5	.4	1.8	1.1	2
Other cities	33	10,979	16.8	21	7,467	17.0	6.8	5.0	.8	.9	2.5	1.0	15
MEN'S AND BOYS'													
UNITED STATES TOTAL	353	122,087	13.7	218	78,380	14.3	5.4	4.4	.8	1.0	1.6	1.1	171
New England	43	10,938	14.0	27	7,363	14.1	6.0	3.6	.7	.7	2.1	1.0	8
Middle Atlantic	174	68,530	12.7	101	42,442	13.6	5.4	4.0	.8	1.0	1.5	.9	82
East North Central	51	14,760	16.7	29	9,260	16.8	5.9	5.1	1.7	.9	1.8	1.4	20
West North Central	23	9,351	16.0	19	7,054	16.1	5.3	6.1	.6	1.3	1.7	1.1	24
East South Central	8	4,956	7.4	5	3,494	7.7	2.0	3.1	.1	1.2	.6	.7	4
Pacific	29	6,810	15.9	24	5,453	16.5	6.1	5.1	.9	.8	2.1	1.5	23
Other divisions	25	6,742	16.5	13	3,314	16.3	5.3	5.6	.7	1.0	2.2	1.5	10
TOTAL, 14 CITIES	267	95,822	13.5	166	61,001	14.1	5.6	4.2	.8	.9	1.6	1.0	130
Baltimore	7	1,786	14.7	5	(x)	15.4	5.5	5.2	1.0	1.1	1.4	1.2	8
Boston	34	8,995	14.7	21	6,119	13.7	6.2	3.5	.6	.6	2.0	.8	3
Chicago	31	9,108	15.8	18	6,159	15.3	6.1	4.0	.9	.8	1.9	1.6	10
Los Angeles	11	2,311	13.5	10	(x)	14.4	5.0	4.0	.6	.6	2.5	1.7	16
New York City	128	56,421	12.5	79	35,473	13.6	5.6	3.9	.8	1.0	1.5	.8	55
Philadelphia	12	3,110	13.0	5	1,743	13.2	4.5	5.0	.6	.3	1.5	1.3	5
Pittsburgh	19	4,540	13.5	10	2,559	13.8	4.2	5.1	1.0	.3	2.3	.9	15
St. Louis	8	5,050	17.2	7	(x)	17.7	6.5	7.6	.2	1.4	1.2	.8	12
San Francisco	8	2,353	17.3	7	(x)	17.0	8.1	3.5	1.0	1.4	2.3	.7	3
Other cities	9	2,148	13.4	4	723	13.4	3.1	5.2	.9	.4	1.7	2.1	3

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

By Kinds of Business and Areas—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	CLOTHING AND FURNISHINGS—Con.												
WOMEN'S AND CHILDREN'S													
UNITED STATES TOTAL	511	$195,273	15.3	335	$131,297	14.9	5.5	4.4	1.1	.9	1.9	1.1	221
New England	40	13,058	13.1	25	7,780	12.4	5.0	3.0	.9	.9	1.9	.7	7
Middle Atlantic	310	130,580	15.7	198	87,485	15.5	5.9	4.6	1.2	.9	2.0	.9	120
East North Central	54	20,938	16.5	31	12,059	16.2	5.4	5.1	1.2	.6	1.5	2.4	22
West North Central	30	9,224	13.1	25	7,151	12.9	4.5	4.3	.7	1.0	1.7	.7	22
South Atlantic	18	4,361	13.4	12	3,464	13.1	4.3	3.0	1.1	1.1	2.4	1.2	12
West South Central	9	2,786	15.4	5	1,661	14.5	5.1	6.5	.7	.2	1.1	.9	8
Pacific	38	10,973	14.2	30	8,984	13.1	4.7	3.9	.6	.7	1.5	1.7	22
Other divisions	12	3,353	12.4	9	2,713	12.3	3.8	4.0	1.2	.6	1.9	.8	10
TOTAL, 14 CITIES	440	174,588	15.6	285	116,598	15.2	5.7	4.5	1.1	.9	1.9	1.1	183
Chicago	38	13,190	15.1	21	6,298	12.7	4.4	3.6	.9	.5	1.9	1.4	17
Los Angeles	18	5,200	13.1	15	4,743	12.7	4.4	3.8	.8	.6	1.8	1.5	12
New York City	276	120,636	16.0	175	81,630	15.7	6.0	4.6	1.2	1.0	2.0	.9	98
Philadelphia	15	3,242	13.3	9	1,538	13.7	3.6	5.3	1.3	.3	2.4	.8	13
Pittsburgh	10	3,043	13.0	8	(x)	12.3	3.8	3.2	1.0	.1	2.0	2.2	8
St. Louis	17	5,467	14.1	14	3,833	13.8	5.0	4.6	.6	1.2	1.8	.6	12
San Francisco	11	3,708	16.0	7	2,283	13.0	5.0	4.2	.4	.5	1.4	1.5	7
Other cities	55	20,102	15.1	36	(x)	15.6	5.6	4.6	1.1	.8	1.7	1.8	16
FURS, DRESSED, AND FUR CLOTHING													
UNITED STATES TOTAL	172	49,000	11.7	102	33,778	12.0	4.9	3.0	.6	.3	1.6	1.6	79
Middle Atlantic	121	38,450	11.0	73	27,560	11.5	4.6	2.9	.6	.3	1.5	1.6	55
East North Central	23	5,983	14.6	12	3,306	15.6	7.9	3.6	.6	.3	1.8	1.4	12
Pacific	18	3,062	13.8	13	2,171	11.7	3.6	3.8	.5	.2	2.1	1.5	9
Other divisions	10	1,505	13.2	4	741	17.2	8.5	3.6	1.3	.7	1.9	1.2	3
TOTAL, 14 CITIES	163	47,521	11.6	96	32,726	11.9	4.8	3.0	.6	.3	1.6	1.6	75
Chicago	18	5,114	14.3	8	2,668	15.8	8.3	3.6	.7	----	1.8	1.4	8
Los Angeles	7	1,174	14.2	6	(x)	13.6	4.4	3.9	.7	.4	2.2	2.0	4
New York City	117	37,485	11.0	70	26,715	11.6	4.6	3.0	.5	.3	1.5	1.7	51
San Francisco	9	1,577	14.1	5	800	9.5	2.5	3.6	.3	.1	2.1	.9	4
Other cities	12	2,171	12.4	7	(x)	11.9	4.4	2.6	1.0	1.4	1.6	.9	8
MILLINERY AND MILLINERY SUPPLIES													
UNITED STATES TOTAL	140	49,384	15.4	94	30,104	16.8	5.5	5.5	1.2	.9	2.3	1.4	67
Middle Atlantic	93	39,180	14.5	58	23,085	15.3	5.5	4.5	1.0	.8	2.2	1.3	37
East North Central	21	4,792	20.2	17	3,558	22.9	6.4	9.4	1.9	.8	3.3	1.1	12
West North Central	8	1,527	17.1	6	(x)	20.0	5.4	8.7	1.2	1.5	2.3	.9	7
Other divisions	18	3,885	18.3	13	(x)	21.2	3.9	7.8	2.6	1.5	2.2	3.2	11
TOTAL, 14 CITIES	127	47,217	15.1	83	28,203	16.4	5.5	5.2	1.2	.8	2.2	1.5	56
Chicago	13	3,343	19.9	10	2,225	24.2	7.1	9.4	2.3	.5	3.5	1.4	5
New York City	85	37,254	14.3	52	21,756	15.1	5.6	4.3	1.0	.8	2.1	1.3	32
Other cities	29	6,620	17.2	21	4,222	19.2	4.1	7.5	1.7	1.2	2.5	2.2	19
SHOES AND OTHER FOOTWEAR													
UNITED STATES TOTAL	244	107,972	12.6	177	86,667	12.6	4.3	3.7	.9	1.1	1.4	1.2	110
New England	51	23,536	11.7	39	20,270	11.6	4.8	3.0	.7	1.0	1.3	.8	17
Middle Atlantic	94	37,426	13.2	65	28,923	12.9	4.3	3.4	1.0	1.3	1.5	1.4	49
East North Central	28	9,346	14.1	22	8,340	14.0	4.3	4.1	1.0	1.4	1.6	1.6	12
West North Central	21	12,524	9.3	15	10,306	9.7	3.2	3.5	.5	1.0	1.0	.5	7
South Atlantic	26	13,198	13.0	19	9,868	14.5	5.0	5.0	1.2	.9	1.4	1.0	7
Pacific	10	4,228	14.1	7	3,740	13.6	5.5	4.2	.5	1.4	1.2	.8	9
Other divisions	14	7,716	14.6	10	5,220	14.5	3.1	5.2	1.1	.7	1.3	3.1	9
TOTAL, 14 CITIES	180	82,348	11.8	132	67,107	11.8	4.2	3.3	.8	1.2	1.3	1.0	88
Baltimore	10	6,667	10.1	7	4,245	12.4	4.4	3.9	1.7	.9	1.1	.4	5
Boston	43	20,169	11.2	33	17,376	10.9	4.4	2.7	.6	1.1	1.4	.7	14
Chicago	12	4,141	13.8	10	(x)	14.1	4.4	4.0	1.5	1.2	1.4	1.8	9
New York City	51	24,062	14.0	34	18,654	13.5	4.5	3.8	1.0	1.3	1.4	1.5	13
Philadelphia	28	7,559	10.6	19	5,946	10.4	2.9	2.8	.9	1.1	1.3	1.4	27
St. Louis	17	11,474	9.2	13	9,844	9.6	3.1	3.6	.4	1.0	1.0	.5	7
Other cities	21	8,276	11.6	16	(x)	11.8	4.7	3.0	.6	1.4	1.4	.5	13
	COAL AND COKE												
COAL AND COKE													
UNITED STATES TOTAL	275	281,350	10.0	113	119,104	10.2	3.2	2.2	1.4	1.0	1.4	1.0	30
New England	32	67,597	7.1	17	39,838	7.7	2.4	1.5	1.7	.4	.9	.8	3
Middle Atlantic	102	67,327	9.7	40	30,355	10.7	3.2	1.6	1.6	1.3	1.8	1.2	7
East North Central	83	86,675	10.8	32	32,363	11.9	3.6	3.6	1.1	.9	1.9	.8	18
West North Central	24	25,907	15.8	12	10,338	12.9	3.7	2.9	1.1	2.4	1.7	1.1	----
South Atlantic	18	5,863	9.8	5	1,798	8.0	3.1	2.1	.9	.4	1.4	.1	2
Other divisions	18	7,981	11.2	7	4,418	10.7	4.9	1.7	.7	.6	.6	2.2	----

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	COAL AND COKE—Con.												
COAL AND COKE—Con.													
TOTAL, 14 CITIES	129	$163,690	6.0	53	$72,815	8.6	3.0	2.2	.6	.6	1.1	.9	11
Boston	13	51,030	4.3	7	28,469	5.3	2.4	1.5	.3	.1	.3	.7	2
Chicago	20	16,406	9.2	10	11,779	8.5	2.9	3.9	.2	.1	.7	.7	3
New York City	46	43,956	9.2	19	17,574	11.4	3.3	1.6	1.3	1.8	1.7	1.7	3
Other cities	50	52,494	10.1	17	14,993	11.6	3.6	3.0	1.7	.7	2.0	.6	3
	DRUGS (GENERAL LINE)												
SERVICE WHOLESALERS (Without liquor)													
UNITED STATES TOTAL	208	251,304	13.3	182	227,563	12.6	4.5	3.2	.6	2.4	1.2	.7	9
New England	16	16,928	14.0	13	15,753	14.5	5.0	3.2	1.1	2.4	1.5	1.3	—
Middle Atlantic	35	62,143	12.7	33	(x)	11.9	4.4	2.3	1.1	2.2	1.1	.6	2
East North Central	26	43,409	13.8	21	32,597	12.0	4.5	2.9	.6	2.4	.9	.5	2
West North Central	21	23,669	14.4	19	(x)	14.3	4.5	4.6	.5	2.6	1.2	.9	2
South Atlantic	47	32,147	13.9	41	28,806	13.7	4.6	3.3	.6	2.5	1.6	.9	3
East South Central	20	17,544	13.4	17	16,800	13.3	5.0	3.6	.6	2.0	1.3	.8	—
West South Central	19	21,782	12.1	16	18,614	12.4	4.4	3.5	.3	2.3	1.4	.5	—
Mountain	10	7,690	12.6	10	7,690	12.6	4.1	3.5	.6	2.4	1.2	.8	—
Pacific	12	23,792	12.5	12	23,792	12.5	4.3	3.1	.6	2.9	1.1	.5	—
TOTAL, 14 CITIES	39	66,674	13.9	32	77,683	12.6	4.5	2.6	1.1	2.5	1.1	.6	3
New York City	12	28,486	14.0	11	(x)	12.4	4.6	1.9	1.4	2.2	.9	1.4	—
Other cities	27	60,188	13.6	21	(x)	12.7	4.5	2.9	.9	2.6	1.2	.6	3
SERVICE WHOLESALERS (With liquor)													
UNITED STATES TOTAL	45	72,329	13.8	43	(x)	13.6	4.5	3.3	1.0	2.1	1.3	1.6	6
East North Central	10	15,667	15.3	9	(x)	15.3	4.9	3.5	.6	2.9	1.5	1.9	—
West North Central	6	9,015	14.0	6	9,015	14.0	4.6	4.3	1.0	2.2	1.2	.7	—
South Atlantic	5	5,053	12.4	5	5,053	12.4	4.8	3.0	.7	2.1	.6	1.0	—
West South Central	11	15,410	13.5	10	(x)	13.4	4.7	3.7	.4	1.8	1.6	1.2	2
Pacific	5	15,429	14.5	5	15,429	14.5	4.4	2.2	2.4	1.8	1.0	2.7	2
Other divisions	8	11,555	11.5	6	11,555	11.5	3.6	2.7	.7	1.7	1.4	1.2	4
TOTAL, 14 CITIES	9	23,403	14.6	9	23,403	14.6	4.7	3.0	2.0	2.1	1.0	1.8	2
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)												
PROPRIETARY MEDICINES													
UNITED STATES TOTAL	109	33,245	17.4	63	22,000	14.3	5.1	4.0	1.3	1.7	1.5	.7	26
New England	7	4,301	9.6	8	(x)	9.6	2.7	1.0	1.4	2.9	1.2	.4	—
Middle Atlantic	41	13,497	16.1	27	9,728	14.2	5.5	3.9	1.4	1.2	1.5	.7	11
East North Central	20	4,599	23.7	10	2,758	16.5	6.7	4.8	1.1	1.4	1.8	.9	5
Other divisions	41	10,848	19.4	20	(x)	17.0	5.6	8.0	1.2	1.6	1.7	.7	10
TOTAL, 14 CITIES	63	19,048	17.5	36	12,458	16.3	6.3	4.7	1.4	1.5	1.7	.7	18
New York City	29	9,614	15.4	21	7,456	15.5	6.2	4.4	1.4	1.3	1.5	.7	7
Other cities	34	9,234	19.6	17	5,000	17.5	6.5	5.1	1.4	1.6	2.0	.7	11
TOILETRIES													
UNITED STATES TOTAL	81	38,540	36.7	22	10,321	32.5	6.9	15.0	2.1	3.2	2.2	1.1	5
Middle Atlantic	51	25,684	38.4	14	7,216	29.6	10.4	11.9	1.6	3.2	2.1	.4	5
Other divisions	30	12,656	39.1	6	3,103	39.3	5.4	22.1	3.1	3.4	2.6	2.7	—
TOTAL, 14 CITIES	66	33,487	39.0	16	6,002	30.6	10.2	12.9	1.9	3.2	1.9	.5	5
DRUG SPECIALTIES AND SUNDRIES													
UNITED STATES TOTAL	97	48,086	22.5	61	16,410	20.6	5.4	6.5	2.0	2.0	1.7	1.2	36
Middle Atlantic	43	13,953	27.8	27	6,091	27.0	6.2	12.3	2.6	2.5	1.7	1.7	14
South Atlantic	9	1,960	16.6	6	1,314	16.7	7.6	5.2	.7	1.3	1.4	.5	4
West South Central	6	1,745	14.0	6	(x)	16.6	4.0	7.1	1.5	1.0	1.4	1.6	2
Other divisions	37	30,408	20.9	22	(x)	14.0	4.1	4.3	1.5	1.6	1.9	.6	16
TOTAL, 14 CITIES	67	42,727	23.3	43	13,720	21.8	5.6	9.2	2.0	2.1	1.7	1.0	25
New York City	33	11,809	26.6	20	6,448	28.0	8.0	13.3	2.6	2.5	1.7	1.7	12
San Francisco	5	1,722	15.7	5	1,722	15.7	3.5	7.3	.9	1.0	2.6	.4	7
Other cities	29	29,196	21.5	18	5,550	16.0	5.6	4.9	1.5	2.0	1.4	.4	6

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES * OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
DRY GOODS (GENERAL LINE)													
DRY GOODS (General line)													
UNITED STATES TOTAL	184	$202,133	15.2	135	$161,532	15.4	3.7	6.0	.9	1.6	1.6	1.4	73
New England	6	4,103	12.6	5	3,176	11.9	3.9	5.0	.5	.5	1.7	.3	2
Middle Atlantic	31	22,690	15.6	17	12,114	16.2	4.9	5.0	1.1	2.4	1.9	.9	6
East North Central	20	37,606	15.7	15	33,713	15.9	3.2	7.3	1.9	.5	2.6	.4	11
West North Central	19	59,246	14.9	16	56,024	14.6	2.9	5.5	.1	2.6	1.5	2.0	2
South Atlantic	43	26,553	14.6	31	17,004	14.5	4.5	5.4	.6	.6	1.7	1.5	23
East South Central	29	20,416	14.9	27	(x)	14.9	4.7	5.7	.9	1.3	1.4	.9	17
West South Central	25	21,521	16.9	18	16,293	17.5	4.0	6.6	1.2	1.0	2.1	2.6	7
Other divisions	9	9,996	12.1	6	(x)	17.7	5.6	7.3	.9	1.0	2.1	.6	3
TOTAL, 14 CITIES	34	96,634	14.3	21	60,516	14.6	2.9	6.0	.6	1.7	1.9	1.3	9
DRY GOODS (SPECIALTY LINES)													
HOSIERY AND LINGERIE													
UNITED STATES TOTAL	177	75,683	10.5	124	54,037	10.9	3.7	3.7	.7	.6	1.4	.6	102
Middle Atlantic	122	59,834	10.1	67	42,799	10.6	3.6	3.6	.7	.5	1.4	.6	88
East North Central	21	6,637	12.3	13	4,621	9.6	3.2	3.4	.5	.6	1.5	.6	4
West North Central	6	1,331	11.7	5	(x)	11.2	2.6	4.3	.9	.1	1.5	1.6	2
Pacific	9	2,597	10.6	7	(x)	13.1	5.3	3.9	.4	1.7	1.2	.6	1
Other divisions	19	5,084	12.9	12	3,449	14.0	4.2	5.3	1.1	.7	1.6	1.1	7
TOTAL, 14 CITIES	146	67,422	10.3	106	48,125	10.7	3.6	3.6	.7	.6	1.4	.6	66
Chicago	12	4,638	11.5	8	3,714	6.4	2.7	2.6	.6	.4	1.3	.6	4
New York City	69	48,568	10.5	62	33,616	11.4	3.6	4.0	.6	.5	1.5	.6	55
Philadelphia	22	6,093	7.9	17	6,266	7.3	2.6	1.6	.5	.9	.6	.7	18
Other cities	23	6,123	10.5	19	4,309	11.6	4.2	3.7	.7	.6	1.3	.9	9
NOTIONS													
UNITED STATES TOTAL	214	70,344	18.9	136	48,457	19.4	7.2	6.5	1.6	.9	2.0	1.0	63
Middle Atlantic	166	59,669	16.9	111	41,512	19.3	7.1	6.5	1.6	.9	2.0	1.0	71
East North Central	17	3,620	17.5	11	2,926	19.7	6.9	6.7	1.4	1.4	2.6	.7	6
Pacific	14	3,708	17.1	7	2,226	16.9	5.4	5.7	1.9	1.2	1.6	1.1	2
Other divisions	17	2,947	21.7	9	1,793	22.4	9.4	6.5	1.6	1.1	2.9	.9	4
TOTAL, 14 CITIES	197	67,422	16.7	126	46,566	19.3	7.2	6.4	1.6	.9	2.0	1.0	79
Chicago	10	2,441	19.5	7	1,965	21.4	6.6	6.9	1.5	1.1	2.3	.6	4
New York City	156	56,306	19.0	105	40,621	19.6	7.3	6.5	1.6	.9	2.0	1.1	64
Other cities	31	6,675	17.0	16	3,962	15.6	5.4	5.2	1.6	.9	1.6	.9	11
PIECE GOODS (General line)													
UNITED STATES TOTAL	28	12,594	15.3	15	6,018	15.3	6.6	4.1	1.3	.7	1.9	.5	12
Middle Atlantic	16	9,294	14.7	9	6,371	15.0	7.5	3.4	1.0	.7	2.0	.4	7
Other divisions	12	3,300	16.6	6	1,647	16.4	4.0	6.9	2.6	.5	1.5	.9	5
TOTAL, 14 CITIES	22	11,515	15.0	11	7,256	15.0	6.9	3.6	1.2	.7	1.9	.5	9
PIECE GOODS (Cotton)													
UNITED STATES TOTAL	122	48,701	11.2	77	35,996	10.7	4.0	2.6	1.1	.7	1.2	.9	62
Middle Atlantic	92	36,574	10.6	60	30,080	10.6	4.1	2.7	1.2	.6	1.1	.9	52
East North Central	14	5,415	12.4	7	3,033	12.0	4.3	4.0	1.0	.9	1.1	.7	2
Pacific	7	1,624	9.4	5	(x)	9.5	2.6	3.5	.7	1.2	1.2	.3	4
Other divisions	9	2,888	14.9	5	(x)	10.6	3.1	2.6	.9	.5	2.1	1.4	4
TOTAL, 14 CITIES	115	47,291	11.0	74	35,412	10.6	4.0	2.6	1.1	.7	1.2	.6	61
New York City	64	36,307	10.5	54	28,742	10.2	3.9	2.6	1.2	.6	1.1	.8	49
Other cities	31	10,964	12.7	20	6,670	12.3	4.1	3.6	1.1	1.0	1.5	1.0	12
PIECE GOODS (Silk, linen, rayon, and velvet)													
UNITED STATES TOTAL	148	70,420	9.4	67	43,001	8.7	3.4	2.4	.6	.5	1.2	.6	50
Middle Atlantic	131	66,451	9.2	77	40,736	8.5	3.3	2.3	.6	.5	1.2	.6	43
Other divisions	17	3,969	13.3	10	2,265	13.2	4.7	4.3	1.5	.6	1.4	.7	7
TOTAL, 14 CITIES	148	69,754	9.5	66	42,844	8.7	3.4	2.4	.6	.5	1.2	.6	48
PIECE GOODS (Woolen and worsted)													
UNITED STATES TOTAL	153	61,050	10.3	94	57,160	10.5	3.5	3.4	.6	.4	1.2	1.4	69
New England	13	4,637	10.3	9	3,647	9.4	4.3	1.9	.4	.3	1.4	1.1	5
Middle Atlantic	102	64,046	9.4	60	45,671	9.0	3.0	3.0	.5	.4	.9	1.2	51
Pacific	15	3,943	16.5	11	3,332	17.4	6.5	4.6	1.0	1.0	1.9	2.2	----
Other divisions	23	6,424	14.2	14	4,510	21.4	6.2	6.2	1.5	.4	2.5	2.6	13
TOTAL, 14 CITIES	143	76,636	10.1	66	55,106	10.2	3.5	3.3	.6	.4	1.1	1.3	63
Los Angeles	6	2,512	13.3	5	(x)	13.1	5.1	4.3	.4	.7	1.2	1.4	----
New York City	96	61,965	6.7	56	44,434	6.9	3.0	2.9	.5	.4	.9	1.2	47
Other cities	41	14,139	15.5	25	(x)	16.6	5.6	5.4	1.1	.4	2.1	1.6	16

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
DRY GOODS (SPECIALTY LINES)—Con.													
PIECE GOODS (Other)													
UNITED STATES TOTAL	88	$30,197	14.2	42	$14,316	13.6	4.6	4.7	1.0	.7	1.7	.9	33
Middle Atlantic	61	21,826	14.6	29	9,994	14.2	5.2	5.0	1.1	.5	1.5	.9	27
Other divisions	27	8,371	13.3	13	4,322	12.2	3.1	4.0	.7	1.2	2.0	1.2	8
TOTAL, 14 CITIES	79	27,539	14.4	39	13,815	13.7	4.6	4.7	1.0	.7	1.7	1.0	29
New York City	53	19,642	15.0	25	9,001	14.1	5.3	5.0	1.1	.4	1.4	.9	24
Other cities	26	7,897	13.0	14	4,814	12.8	3.4	4.3	.7	1.1	2.1	1.2	5
OTHER DRY GOODS SPECIALTIES													
UNITED STATES TOTAL	74	22,637	15.1	45	14,421	14.9	5.8	3.7	1.1	1.6	2.1	.6	35
New England	7	2,106	12.9	6	(x)	13.1	5.2	1.9	2.1	1.9	1.8	.2	3
Middle Atlantic	45	15,018	14.7	27	9,637	14.9	6.5	3.5	.9	1.4	2.1	.5	25
South Atlantic	7	1,850	16.9	5	(x)	17.0	3.5	6.6	.7	3.0	2.1	1.1	3
Other divisions	15	3,663	17.0	7	1,262	15.4	3.7	4.8	1.4	1.6	2.6	1.3	4
TOTAL, 14 CITIES	56	17,436	15.0	32	11,050	15.0	6.6	3.4	.9	1.5	2.0	.6	28
New York City	36	13,692	14.8	21	8,799	15.2	6.8	3.5	.9	1.5	2.0	.5	18
Other cities	20	3,744	15.4	11	2,251	14.3	6.1	2.8	1.0	1.6	2.1	.7	8
ELECTRICAL GOODS													
ELECTRICAL MERCHANDISE (General line)													
UNITED STATES TOTAL	431	293,697	13.4	379	267,610	13.2	4.5	4.9	.7	1.1	1.3	.7	32
New England	35	17,888	13.5	28	15,844	12.9	3.9	4.9	.6	1.2	1.7	.6	4
Middle Atlantic	87	61,134	13.9	75	58,367	13.8	4.8	4.9	.9	1.0	1.5	.7	8
East North Central	92	71,210	13.6	79	61,776	13.4	4.6	4.8	.7	1.1	1.4	.8	2
West North Central	45	33,565	13.5	42	32,468	13.5	4.6	5.3	.5	1.1	1.2	.8	2
South Atlantic	61	35,241	12.0	60	(x)	12.0	4.1	4.4	.5	1.0	1.1	.9	9
East South Central	22	12,997	11.4	15	8,580	10.0	3.4	4.1	.4	.6	.8	.7	2
West South Central	32	20,913	13.7	29	18,025	12.8	4.3	5.3	.5	1.0	1.1	.8	—
Mountain	15	8,125	12.0	15	8,125	12.0	4.3	5.0	.4	.9	1.0	.4	1
Pacific	42	32,624	13.9	36	(x)	13.9	5.1	4.9	.6	1.1	1.5	.7	4
TOTAL, 14 CITIES	98	122,944	14.2	83	112,232	14.1	5.1	5.0	.8	1.1	1.4	.7	9
Baltimore	5	5,173	11.0	5	5,173	11.0	2.7	4.3	.5	1.1	1.6	.8	5
Buffalo	7	4,453	14.6	6	(x)	14.4	4.8	5.4	.6	1.0	1.8	.8	—
Detroit	8	8,557	15.9	6	(x)	16.9	5.3	6.3	1.0	1.6	1.6	1.1	—
Los Angeles	10	11,539	13.4	8	(x)	13.2	4.9	4.8	.5	1.1	1.2	.7	1
Milwaukee	5	5,570	13.4	5	5,570	13.4	4.2	5.5	.7	1.1	1.2	.7	—
New York City	15	16,289	14.1	13	(x)	14.1	5.2	4.0	1.3	.9	1.8	.9	—
Philadelphia	9	12,531	14.0	9	12,531	14.0	5.4	5.1	1.0	1.0	1.1	.4	2
Other cities	39	58,832	14.5	31	52,194	14.4	5.3	5.2	.6	1.2	1.4	.7	1
APPARATUS AND EQUIPMENT													
UNITED STATES TOTAL	46	17,429	20.4	15	3,455	25.4	8.0	6.6	1.4	2.3	5.7	1.4	4
TOTAL, 14 CITIES	23	12,124	19.3	7	1,966	23.0	6.8	7.6	.7	1.8	4.7	1.4	1
WIRING SUPPLIES AND CONSTRUCTION MATERIALS													
UNITED STATES TOTAL	366	99,930	17.0	250	73,002	16.2	6.2	4.4	1.2	1.3	2.0	1.1	105
New England	21	3,653	18.5	12	1,941	18.0	6.3	5.1	1.4	1.4	2.2	1.6	4
Middle Atlantic	120	32,625	25.8	78	22,463	17.2	7.0	4.4	1.3	1.4	2.2	.9	39
East North Central	77	22,448	18.3	55	18,246	17.7	6.5	4.8	1.6	1.5	2.2	1.1	18
West North Central	24	7,882	14.1	16	5,504	12.6	4.5	3.5	.6	1.4	1.7	.9	5
South Atlantic	41	12,110	14.1	29	8,955	12.8	5.5	3.2	.9	.8	1.5	.9	6
West South Central	25	7,576	14.8	22	7,016	15.1	5.7	4.3	.9	1.2	2.0	1.0	7
Pacific	47	11,928	16.7	30	7,553	17.0	6.0	5.3	1.0	1.6	1.7	1.4	21
Other divisions	11	1,710	17.4	8	1,324	15.6	6.2	3.4	1.2	1.1	1.6	2.1	5
TOTAL, 14 CITIES	171	49,927	18.1	110	34,407	17.5	6.9	4.6	1.5	1.4	2.0	1.1	54
Baltimore	7	1,505	14.4	6	(x)	14.0	6.0	3.3	1.7	.8	1.7	.5	—
Chicago	18	7,650	18.7	12	6,387	17.6	6.9	3.8	2.4	1.6	1.4	1.5	5
Detroit	7	2,520	17.8	6	(x)	17.7	8.0	4.5	1.1	1.2	2.5	.4	2
Los Angeles	15	4,695	15.3	9	2,521	15.6	5.7	4.4	1.1	1.4	1.6	1.4	5
New York City	67	18,687	19.4	41	11,757	17.0	6.7	4.6	1.4	1.2	2.2	.9	23
Philadelphia	10	2,556	14.6	5	1,340	16.3	7.2	4.1	1.2	1.4	1.6	.8	4
St. Louis	7	1,457	18.3	5	(x)	19.0	8.3	5.0	.7	2.0	2.8	.2	1
San Francisco	11	3,141	18.6	9	(x)	19.9	7.7	6.8	.7	1.6	1.4	1.9	7
Washington, D. C.	6	1,349	17.9	5	(x)	19.3	7.0	4.6	1.8	.4	3.5	2.0	3
Other cities	23	6,367	18.0	12	4,428	18.7	7.0	5.1	1.3	1.5	2.8	1.0	4

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	ELECTRICAL GOODS—Con.												
RADIOS AND EQUIPMENT													
UNITED STATES TOTAL	204	$96,521	18.5	149	$82,120	18.0	5.9	6.7	1.3	.9	1.6	1.6	47
New England	20	7,796	16.2	14	6,081	16.3	3.9	6.4	1.5	1.0	2.2	1.3	7
Middle Atlantic	53	30,253	17.4	37	26,333	16.2	5.6	6.1	1.2	.7	1.0	1.6	8
East North Central	44	23,842	19.9	34	20,983	20.0	7.2	6.7	1.6	1.0	1.8	1.7	7
West North Central	15	7,797	19.3	14	(x)	19.2	7.2	6.2	1.0	.7	2.0	2.1	6
South Atlantic	18	7,718	20.2	14	6,781	18.6	8.2	6.1	1.1	1.5	1.7	2.0	4
West South Central	15	4,506	19.5	12	3,769	19.0	5.7	7.4	.7	1.4	2.1	1.7	6
Pacific	31	12,617	18.2	17	8,736	18.3	4.5	8.5	1.8	.7	2.1	.7	7
Other divisions	8	1,992	18.3	7	(x)	17.8	4.4	7.3	1.1	1.0	1.3	2.7	2
TOTAL, 14 CITIES	82	53,405	18.5	58	46,117	17.9	6.1	8.7	1.5	.7	1.4	1.5	12
Chicago	13	11,033	23.2	10	10,185	22.7	8.9	7.0	2.3	.8	1.8	1.9	----
Los Angeles	11	5,031	17.6	5	2,988	18.0	3.5	9.1	2.2	.4	2.1	.7	2
New York City	16	14,556	17.6	7	11,825	15.1	5.4	5.1	1.3	.6	.7	2.0	----
Philadelphia	6	3,459	18.0	6	3,459	16.0	5.1	7.6	1.1	.4	.9	.9	2
San Francisco	7	4,579	16.9	6	(x)	17.1	4.2	8.5	1.6	.6	1.7	.5	3
Other cities	29	14,747	17.4	24	(x)	17.5	6.0	6.3	1.1	1.0	1.7	1.4	5
REFRIGERATORS AND EQUIPMENT (Household)													
UNITED STATES TOTAL	102	116,012	17.0	77	99,870	16.7	4.6	7.8	.6	.8	1.3	1.8	16
Middle Atlantic	24	32,568	17.7	19	28,282	17.8	5.8	6.0	1.4	1.4	1.5	1.7	1
East North Central	19	37,868	17.9	16	36,759	17.6	3.5	10.2	.3	.4	1.1	2.1	4
West North Central	14	10,180	17.4	10	7,851	16.6	5.0	7.0	.4	.9	1.2	2.1	2
South Atlantic	11	9,445	13.9	7	6,296	12.0	4.4	5.0	.2	.7	.9	.8	----
West South Central	8	5,684	14.1	8	5,664	14.1	5.0	5.9	.2	.8	1.3	1.1	8
Pacific	10	7,074	16.9	7	5,029	16.5	5.0	7.0	.4	.8	1.5	1.8	1
Other divisions	16	13,213	15.5	10	9,989	14.4	4.4	6.2	.2	.4	1.0	2.2	----
TOTAL, 14 CITIES	37	51,580	17.2	28	45,057	17.0	5.0	6.4	1.0	1.0	1.5	2.1	2
New York City	8	17,552	16.9	7	(x)	16.9	5.1	5.4	1.4	1.2	1.5	2.3	----
Other cities	29	34,028	17.4	21	(x)	17.0	5.0	6.9	.8	.9	1.5	1.9	2
ALL OTHER													
UNITED STATES TOTAL	257	90,810	19.4	168	61,374	19.2	6.2	6.5	1.4	1.3	2.5	1.3	42
New England	25	8,559	18.8	19	7,099	18.6	6.2	6.1	1.7	.8	2.2	1.6	4
Middle Atlantic	68	25,011	20.0	46	16,815	19.9	6.6	6.9	1.8	1.2	2.3	1.3	11
East North Central	58	20,285	20.4	28	9,074	19.5	7.4	5.9	1.3	1.4	2.9	.8	9
West North Central	24	9,841	17.9	18	7,744	18.1	4.8	8.7	1.5	2.0	2.0	1.3	8
South Atlantic	24	9,814	18.7	18	8,275	19.1	6.1	8.7	1.1	1.1	2.3	1.8	----
East South Central	11	2,843	16.0	7	(x)	15.5	4.7	4.6	1.5	1.4	2.0	1.3	1
West South Central	18	5,223	19.3	10	3,296	20.0	8.2	6.7	1.0	1.8	3.3	1.0	3
Mountain	9	3,361	19.8	7	(x)	19.6	6.1	6.3	.9	.8	3.9	1.6	----
Pacific	22	5,873	18.7	15	4,332	19.2	6.4	7.1	1.4	1.3	2.0	1.0	8
TOTAL, 14 CITIES	105	40,487	20.3	62	23,614	20.1	8.9	6.6	1.6	1.5	2.6	.9	17
Boston	9	3,920	18.9	8	(x)	19.1	7.5	5.4	1.8	1.2	2.3	.9	1
New York City	29	6,273	22.4	18	3,543	24.3	8.4	7.8	2.6	1.3	3.1	1.1	4
Other cities	67	30,294	20.0	38	(x)	19.4	6.4	6.6	1.4	1.6	2.5	.9	12
	FARM PRODUCTS—RAW MATERIALS												
COTTON													
UNITED STATES TOTAL	111	180,973	6.9	22	13,370	6.6	1.9	.8	2.0	.8	.8	.5	13
South Atlantic	38	47,280	6.8	10	8,434	6.9	1.7	.8	2.3	1.1	.8	.4	5
Other divisions	73	133,893	6.9	12	4,938	8.2	2.3	.9	1.5	.3	.6	.6	8
TOTAL, 14 CITIES	18	22,228	8.2	7	2,869	6.8	3.1	1.4	1.0	.2	.4	.7	5
GRAINS													
UNITED STATES TOTAL	250	446,787	5.2	77	146,352	5.3	1.1	.3	.2	2.0	.8	.9	36
Middle Atlantic	21	28,293	5.7	8	8,212	5.8	1.7	.8	.9	.7	.8	.9	5
East North Central	43	88,851	5.5	11	5,548	10.1	3.2	.5	.8	2.0	3.2	.4	3
West North Central	99	259,882	4.9	22	115,538	4.8	.9	.2	(1)	2.2	.8	.9	5
West South Central	28	33,751	5.3	13	11,050	5.9	1.7	.8	.4	1.2	1.4	.6	6
Pacific	31	31,362	4.6	13	3,507	8.4	1.9	1.1	1.9	1.5	1.3	.7	10
Other divisions	30	8,848	12.1	10	2,497	10.8	2.2	1.5	1.5	2.2	2.8	.8	7
TOTAL, 14 CITIES	41	108,858	5.5	11	15,190	5.9	1.9	.8	.4	1.0	1.4	.8	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Less than one-tenth of one percent.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
FARM PRODUCTS—RAW MATERIALS—Con.												
HIDES, SKINS, AND RAW FURS												
UNITED STATES TOTAL	299	$145,921	7.8	142	$65,838	8.7	2.9	1.8	.4	1.2	1.2	1.4	98
Middle Atlantic	150	61,686	7.9	77	35,284	7.8	2.8	1.4	.3	.3	1.2	1.8	55
East North Central	38	39,057	5.1	15	9,544	10.2	3.0	1.3	.4	2.5	1.2	1.8	13
West North Central	33	11,042	11.7	18	5,302	12.7	4.6	1.7	1.1	2.7	1.8	1.0	9
South Atlantic	12	4,390	9.5	5	1,439	13.0	3.1	2.7	2.0	2.1	2.7	.4	1
West South Central	20	8,040	8.9	9	3,338	8.1	1.9	2.0	.4	2.0	1.4	.4	8
Mountain	18	5,728	13.8	5	836	9.8	3.9	2.7	.8	.7	1.4	.5	3
Pacific	17	12,341	7.6	9	9,030	7.2	2.4	1.9	.1	2.0	.8	.2	5
Other divisions	13	5,635	8.4	4	1,085	10.2	2.2	2.5	1.4	1.5	1.0	1.8	4
TOTAL, 14 CITIES	182	105,545	7.1	95	51,979	6.4	3.0	1.5	.3	.9	1.1	1.6	81
Chicago	6	26,266	4.3	8	(x)	11.5	3.4	1.8	.2	2.5	1.1	2.5	2
New York City	138	58,366	8.1	72	34,353	7.7	2.8	1.4	.3	.2	1.2	1.6	49
Other cities	36	22,893	7.9	17	(x)	9.1	3.5	1.7	.3	2.1	1.0	.5	10
HORSES AND MULES												
UNITED STATES TOTAL	12	6,458	3.9	7	3,367	5.3	2.0	.4	1.1	.1	.7	1.0	8
LIVESTOCK												
UNITED STATES TOTAL	22	6,055	12.2	5	813	14.7	2.8	3.0	2.6	1.3	4.2	.8	8
TOBACCO (Leaf)												
UNITED STATES TOTAL	83	59,505	14.5	18	7,558	13.7	3.2	1.7	.9	3.8	2.6	1.3	10
TOTAL, 14 CITIES	16	9,358	14.5	10	3,498	8.1	2.7	2.3	.4	.6	1.2	.9	8
WOOL AND MOHAIR												
UNITED STATES TOTAL	122	178,432	6.6	70	93,666	7.9	2.1	1.1	1.5	1.3	1.3	.6	80
New England	72	142,333	8.5	43	69,059	7.9	1.9	1.2	1.6	1.3	1.3	.4	33
Middle Atlantic	10	12,222	7.6	9	(x)	7.6	3.0	.9	.2	.3	.9	2.3	13
East North Central	12	6,992	10.7	7	8,003	9.9	3.7	.6	.8	2.0	1.9	.7	8
Other divisions	26	16,885	4.8	11	(x)	6.0	1.5	1.1	.8	1.5	.6	.5	8
ALL OTHER												
UNITED STATES TOTAL	99	59,352	10.2	28	22,018	9.7	2.8	2.0	1.4	1.2	1.1	1.2	12
Middle Atlantic	20	17,569	11.1	6	12,552	10.1	2.9	2.5	1.9	.9	.5	1.4	1
Other divisions	79	41,783	9.9	18	9,466	9.1	2.7	1.3	.7	1.7	1.9	.8	11
TOTAL, 14 CITIES	28	28,295	10.3	9	12,441	10.5	3.1	2.7	2.1	.8	.4	1.4	1
FARM PRODUCTS—CONSUMER GOODS												
DAIRY PRODUCTS												
UNITED STATES TOTAL	885	417,772	22.9	399	213,592	21.9	3.6	4.6	8.3	2.4	3.7	1.1	117
New England	56	24,082	31.6	25	13,752	32.4	3.4	5.6	11.2	8.7	4.2	1.3	6
Middle Atlantic	272	189,066	19.4	144	111,528	17.7	3.1	3.9	5.1	1.4	3.1	1.1	47
East North Central	248	102,021	22.7	95	47,904	19.6	3.9	4.6	4.7	1.6	3.5	.9	17
West North Central	57	21,359	18.1	20	4,150	25.1	5.0	7.6	4.3	2.8	4.8	1.0	7
South Atlantic	44	12,171	37.5	24	6,249	37.9	6.9	8.9	7.7	5.5	6.6	2.3	3
East South Central	21	6,197	38.8	9	2,126	39.6	5.7	9.5	9.2	6.6	6.2	.4	2
West South Central	48	13,971	36.0	27	9,217	37.4	5.0	7.4	14.0	4.9	4.9	1.2	7
Mountain	18	3,975	25.2	8	1,484	34.1	8.1	5.8	10.5	5.0	5.9	.6	7
Pacific	103	44,908	25.1	47	17,162	29.8	3.7	5.1	9.4	3.9	6.2	1.3	19
TOTAL, 14 CITIES	269	227,233	20.8	154	135,821	17.9	2.9	4.3	5.3	1.9	2.6	.9	47
Boston	9	6,727	30.5	5	6,892	33.7	2.5	7.8	10.4	9.6	3.3	.1	---
Chicago	44	33,212	19.0	28	24,027	14.0	3.3	2.7	3.4	1.8	2.1	.9	2
Cleveland	11	5,414	29.6	6	3,327	22.3	4.2	3.7	10.4	.2	2.0	1.8	1
Detroit	21	13,199	28.3	9	5,413	30.1	5.8	15.0	2.8	.4	5.6	.3	1
New York City	145	132,409	17.0	79	76,063	13.8	2.5	3.8	4.2	.9	1.8	.8	29
Philadelphia	12	8,077	19.7	8	3,893	12.5	1.8	2.7	1.7	1.5	2.0	2.8	7
Other cities	47	26,195	32.5	21	14,206	35.9	4.3	5.5	12.9	5.2	6.6	1.4	7
DAIRY AND POULTRY PRODUCTS												
UNITED STATES TOTAL	399	224,823	8.4	228	136,770	6.6	2.3	1.7	1.5	1.1	1.4	.8	150
New England	21	10,999	9.5	8	5,361	9.2	2.6	2.0	1.9	.7	1.5	.5	3
Middle Atlantic	195	105,162	8.1	127	73,239	8.1	2.5	1.7	1.3	1.1	.9	.6	93
East North Central	67	63,039	6.1	48	34,039	6.2	1.6	1.1	1.0	.7	1.4	.4	39
West North Central	21	6,339	10.8	10	5,671	8.7	2.1	1.5	1.4	1.7	1.6	.4	3
South Atlantic	22	10,686	10.9	12	5,114	10.7	2.5	3.1	1.7	1.0	1.7	.7	2
Pacific	41	22,324	11.3	20	10,579	13.9	2.3	1.7	3.7	2.5	2.9	.6	6
Other divisions	12	4,274	22.5	7	2,787	24.7	2.7	9.5	5.9	1.9	4.5	.2	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	FARM PRODUCTS—CONSUMER GOODS—Con.												
DAIRY AND POULTRY PRODUCTS—Con.													
TOTAL, 14 CITIES	244	$165,054	7.0	139	$100,789	6.9	2.1	1.4	1.0	.9	1.0	.5	111
Chicago	36	48,234	4.5	19	26,435	4.6	1.2	.9	.7	.3	1.1	.4	13
Detroit	13	3,128	9.0	9	2,192	9.0	1.8	2.1	2.3	1.2	1.3	.5	15
Milwaukee	5	1,289	8.3	5	1,269	8.3	2.8	1.2	.8	1.8	1.7	.2	1
New York City	108	68,023	7.3	85	48,229	7.2	2.3	1.4	1.2	1.0	.7	.6	53
Philadelphia	25	8,803	9.1	18	7,347	9.1	2.8	2.0	1.1	1.4	1.3	.5	17
Pittsburgh	8	2,812	13.8	7	(x)	11.6	4.1	2.3	1.3	1.5	1.5	.9	8
Other cities	51	32,785	8.8	18	(x)	8.0	2.1	1.9	1.0	1.2	1.2	.8	4
POULTRY AND POULTRY PRODUCTS													
UNITED STATES TOTAL	578	203,241	8.7	236	88,357	8.6	2.4	1.3	1.3	1.5	1.6	.7	209
Middle Atlantic	190	82,409	8.0	61	41,540	8.3	2.6	1.2	1.1	1.1	1.5	.8	74
East North Central	148	51,690	7.7	82	20,544	7.5	1.7	1.2	1.3	1.4	1.4	.5	58
West North Central	47	14,775	10.8	21	5,328	9.4	2.8	1.0	1.5	2.1	1.9	.3	16
South Atlantic	42	11,276	9.9	17	3,848	9.4	2.5	1.3	1.6	2.3	1.3	.4	11
East South Central	25	8,825	9.4	9	2,953	10.4	2.1	.8	1.9	3.1	1.8	.7	8
Pacific	82	17,221	10.4	28	9,625	10.1	2.1	1.7	1.6	2.0	1.4	1.1	33
Other divisions	64	18,845	10.8	18	4,719	12.8	3.0	2.5	2.2	2.1	2.5	.5	11
TOTAL, 14 CITIES	339	136,488	8.2	162	68,465	8.3	2.4	1.3	1.1	1.3	1.5	.7	152
Baltimore	9	2,336	6.8	7	(x)	6.6	2.3	1.0	1.2	2.6	1.4	.1	6
Chicago	57	24,339	8.8	29	10,489	6.4	1.5	1.4	.8	.9	1.2	.8	24
Detroit	24	7,871	9.6	12	4,024	9.1	2.1	1.1	1.7	2.3	1.6	.3	15
Los Angeles	22	5,817	9.8	10	2,643	8.3	1.1	1.7	1.5	2.3	1.0	.7	16
Milwaukee	6	2,143	9.4	6	2,143	9.4	2.4	1.0	.9	2.7	1.9	.5	3
New York City	144	69,176	6.0	87	37,667	8.1	2.7	1.2	1.0	1.0	1.4	.6	57
Philadelphia	11	2,773	6.3	8	1,410	10.1	2.4	1.2	1.3	2.5	2.5	.2	9
St. Louis	18	3,422	9.5	12	2,838	9.4	2.8	.8	1.6	1.9	2.2	.3	13
Other cities	50	17,809	9.5	13	(x)	11.3	3.2	2.3	1.4	1.4	1.5	1.5	7
FRUITS AND VEGETABLES (Fresh)													
UNITED STATES TOTAL	2,242	863,004	10.8	1,311	489,790	11.2	2.7	2.5	2.4	1.3	1.7	.6	1,150
New England	167	64,666	10.4	66	25,109	12.1	3.0	2.4	2.8	1.2	1.9	.8	56
Middle Atlantic	564	249,189	9.8	325	128,825	10.3	2.8	2.2	2.3	.8	1.7	.7	361
East North Central	488	202,036	9.1	301	118,207	9.7	2.4	2.2	2.2	1.1	1.4	.4	315
West North Central	254	97,824	11.0	160	82,094	10.6	2.8	2.3	2.0	1.7	1.7	.5	107
South Atlantic	204	68,689	11.5	120	37,129	12.3	3.1	2.4	2.5	1.4	2.1	.6	75
East South Central	69	25,853	11.7	42	15,920	13.2	2.7	3.2	2.6	1.8	2.1	.8	43
West South Central	127	48,231	13.4	65	35,891	13.8	2.7	3.0	3.2	2.1	2.1	.5	34
Mountain	82	23,203	12.5	39	11,975	13.5	2.9	3.5	2.6	2.5	1.4	.8	17
Pacific	247	65,513	12.9	153	58,840	13.4	3.3	3.5	2.3	1.7	1.6	.6	140
TOTAL, 14 CITIES	864	364,912	9.0	501	213,526	9.2	2.5	2.1	1.6	1.0	1.4	.8	582
Baltimore	39	14,220	6.9	29	6,736	6.1	2.5	1.6	.9	1.1	1.6	.2	22
Boston	54	22,927	6.9	9	4,554	9.6	3.1	1.5	1.7	2.1	1.1	.3	6
Buffalo	9	4,994	8.5	4	2,267	7.9	2.3	2.5	1.0	.7	1.0	.4	4
Chicago	136	76,716	7.8	97	48,856	8.2	2.4	1.9	1.4	1.0	1.1	.4	124
Cleveland	28	13,966	8.8	6	2,503	6.9	2.1	1.1	1.6	.8	1.2	.3	-----
Detroit	52	19,454	6.6	33	12,166	6.7	1.7	1.6	1.3	.9	1.0	.2	34
Los Angeles	63	27,325	11.5	54	18,248	11.9	2.9	3.0	1.9	1.4	1.8	.9	88
Milwaukee	22	6,373	8.1	16	5,177	6.2	2.1	1.6	2.0	.6	1.2	.3	10
New York City	217	102,398	10.1	132	63,372	10.1	2.5	2.3	2.2	.8	1.6	.7	155
Philadelphia	70	24,638	8.9	40	11,382	6.8	2.2	2.3	1.7	.4	1.5	.5	58
Pittsburgh	48	27,518	11.8	25	10,935	7.8	2.5	2.0	.6	1.1	1.0	.4	37
St. Louis	61	21,552	7.9	42	14,922	8.2	2.6	1.3	1.5	1.0	1.4	.4	34
San Francisco	28	15,392	12.9	6	6,633	13.0	4.9	3.0	.9	1.0	1.6	1.8	6
Washington, D. C.	15	5,441	9.1	7	3,571	9.0	2.5	1.6	1.9	1.1	1.3	.6	4
FRESH FRUITS ONLY													
UNITED STATES TOTAL	218	83,959	10.5	127	40,652	10.9	2.4	2.2	2.1	2.0	1.7	.5	134
New England	19	7,678	15.8	12	5,696	17.9	2.4	4.3	3.3	5.6	2.1	.2	6
Middle Atlantic	104	30,177	8.8	83	16,968	9.4	2.7	1.6	2.0	.9	1.6	.6	70
East North Central	37	11,534	8.6	19	6,713	7.9	1.9	1.5	1.2	1.9	1.0	.4	17
West North Central	9	2,443	6.1	8	1,605	9.4	1.9	3.2	.7	1.6	1.2	.6	6
Pacific	24	8,059	15.0	13	3,653	12.6	2.4	3.0	1.3	2.8	2.3	.6	13
Other divisions	25	6,070	12.9	14	3,617	12.0	2.7	2.5	3.4	1.4	1.6	.2	20
TOTAL, 14 CITIES	145	44,177	9.3	83	27,744	10.0	2.5	1.6	1.5	2.3	1.4	.5	99
Chicago	16	5,711	7.1	6	3,343	8.3	2.4	1.2	.5	1.1	.7	.4	10
Cleveland	8	1,377	5.6	5	(x)	5.4	.9	1.2	.8	.9	1.0	.6	4
Los Angeles	14	3,081	15.6	7	1,901	12.4	2.2	1.9	.9	3.5	3.1	.6	11
New York City	62	16,406	7.6	38	10,867	7.8	2.2	1.5	1.6	.7	1.2	.6	38
Philadelphia	11	3,264	6.7	8	1,293	8.2	1.6	2.0	1.9	.4	1.7	.4	10
Pittsburgh	11	4,299	11.3	8	2,853	13.3	4.5	1.4	2.4	2.4	1.7	.9	9
Other cities	25	10,020	11.6	13	(x)	14.4	2.8	2.7	1.8	5.7	1.7	.1	17
ALL OTHER													
UNITED STATES TOTAL	9	4,667	10.5	8	4,181	10.8	2.2	3.0	1.5	1.6	2.0	.3	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

By Kinds of Business and Areas—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
FARM SUPPLIES													
FEED													
UNITED STATES TOTAL	281	$108,739	10.5	164	$63,007	11.1	3.2	1.8	1.9	1.6	1.8	.8	97
New England	14	7,359	12.9	12	(x)	13.0	6.2	1.8	1.0	1.7	1.2	1.1	2
Middle Atlantic	31	15,219	9.8	16	9,264	9.9	2.7	1.6	1.7	1.3	1.9	.7	13
East North Central	61	21,887	11.2	35	10,916	13.9	3.4	2.7	2.4	2.1	2.7	.6	18
West North Central	43	15,899	9.1	29	11,751	8.1	1.9	1.7	1.5	1.1	1.2	.7	20
South Atlantic	41	12,407	10.4	23	7,775	10.8	3.0	1.8	2.1	1.5	1.4	1.0	12
West South Central	38	9,333	10.7	22	6,614	11.3	2.7	1.8	2.0	2.2	2.1	.5	11
Pacific	30	16,241	11.6	15	5,222	12.2	3.3	1.9	3.1	1.1	1.9	.9	13
Other divisions	23	8,594	8.5	12	(x)	10.0	3.1	1.2	1.4	1.9	1.6	.8	8
TOTAL, 14 CITIES	34	19,960	11.4	19	13,728	11.1	4.4	1.9	1.2	1.1	1.9	.8	18
FERTILIZER													
UNITED STATES TOTAL	26	13,038	10.2	7	3,354	9.2	2.2	2.3	2.5	.8	.8	.6	4
SEEDS													
UNITED STATES TOTAL	211	91,158	18.7	128	63,417	17.4	4.9	3.6	1.5	3.5	2.7	1.2	63
Middle Atlantic	32	10,494	22.3	23	7,565	20.6	7.3	5.2	2.1	2.7	2.1	1.2	8
East North Central	46	22,824	18.5	29	14,900	14.5	3.7	3.4	1.3	2.7	2.5	.9	13
West North Central	42	27,850	19.2	30	23,817	18.4	5.3	3.1	1.4	4.3	3.0	1.3	11
Mountain	18	4,697	13.6	8	2,686	12.4	2.7	2.4	1.1	2.7	2.3	1.2	4
Pacific	22	7,968	20.4	10	4,281	16.2	5.7	3.2	1.7	2.3	2.1	1.2	4
Other divisions	51	17,325	16.8	26	10,168	18.6	3.9	4.3	1.3	4.3	3.2	1.6	23
TOTAL, 14 CITIES	43	22,609	19.5	32	18,112	16.7	5.6	3.6	1.0	3.0	2.5	1.0	11
Milwaukee	6	3,016	12.9	6	3,016	12.9	5.4	1.5	.9	1.8	2.7	.6	1
New York City	8	1,591	26.6	6	(x)	23.2	8.4	6.6	2.2	3.2	2.3	.5	3
Other cities	29	18,002	20.0	20	(x)	17.0	5.4	3.8	1.0	3.2	2.5	1.1	7
ALL OTHER													
UNITED STATES TOTAL	71	58,593	9.3	35	24,889	11.2	3.0	2.6	1.4	2.3	1.3	.6	11
Middle Atlantic	14	4,980	10.4	7	1,985	13.2	3.5	2.1	2.9	1.8	2.0	.9	2
East North Central	15	15,953	10.3	9	15,063	9.6	2.4	2.7	.9	2.6	.8	.2	1
South Atlantic	12	20,084	10.2	6	4,574	10.7	3.8	2.4	1.2	1.1	1.2	1.0	3
Other divisions	30	17,576	7.1	13	3,267	17.8	4.4	2.9	3.4	2.3	3.5	1.3	5
FURNITURE AND HOUSE FURNISHINGS													
CHINA, GLASSWARE, AND CROCKERY													
UNITED STATES TOTAL	56	15,097	22.0	32	7,713	23.0	8.1	7.2	1.6	1.9	3.1	1.1	14
Middle Atlantic	26	6,358	22.4	14	3,194	24.5	9.0	7.3	2.1	1.8	3.3	1.0	8
East North Central	12	3,488	15.7	7	1,722	20.2	7.3	5.9	1.0	2.1	2.9	1.0	—
Pacific	5	953	19.9	5	953	19.9	7.7	5.7	1.7	2.0	2.3	.5	3
Other divisions	13	4,298	26.9	6	1,844	24.7	7.5	8.7	1.4	1.9	3.4	1.8	3
TOTAL, 14 CITIES	36	9,222	19.9	19	4,518	22.3	8.4	6.5	1.8	1.7	2.9	1.0	8
FLOOR COVERINGS													
UNITED STATES TOTAL	216	125,220	13.4	158	105,169	13.3	4.8	3.8	1.0	1.0	1.7	1.0	41
New England	19	7,417	14.0	10	4,978	15.4	4.0	4.6	1.1	1.1	1.7	2.9	4
Middle Atlantic	95	47,228	13.9	64	37,682	13.9	4.9	3.8	1.3	.8	1.8	1.3	25
East North Central	36	25,913	11.6	25	19,352	11.1	3.3	3.5	.7	1.2	1.6	.8	5
West North Central	16	11,274	15.5	14	(x)	15.4	6.4	4.6	.8	1.5	1.5	.6	3
South Atlantic	13	6,010	13.3	11	(x)	13.5	4.3	4.7	.7	1.1	1.8	.9	3
West South Central	7	3,300	10.6	7	3,300	10.8	3.7	3.7	.8	.8	1.3	.5	—
Pacific	20	20,391	13.3	17	19,938	13.2	5.6	3.3	.8	1.0	1.9	.6	1
Other divisions	10	3,687	13.4	8	(x)	11.7	4.3	3.7	.7	.9	1.8	.3	—
TOTAL, 14 CITIES	128	86,860	13.6	89	72,509	13.3	4.8	3.6	1.0	1.0	1.8	1.1	32
Boston	10	5,360	15.3	8	(x)	15.8	4.1	4.5	1.1	1.2	1.8	3.1	4
Chicago	11	11,730	11.4	7	8,938	11.2	3.3	3.9	.7	1.4	1.4	.5	3
Cleveland	7	3,415	12.4	5	(x)	10.5	3.9	2.4	.6	.7	1.7	1.2	1
Los Angeles	7	9,551	11.1	6	(x)	11.2	4.7	2.8	.7	.7	1.2	1.1	1
New York City	50	28,848	14.3	32	23,064	14.3	5.3	3.8	1.5	.6	1.9	1.2	11
Philadelphia	18	7,763	14.0	10	5,442	12.6	4.0	4.0	1.2	1.2	1.0	1.2	9
Pittsburgh	5	3,292	13.9	5	3,292	13.9	3.6	4.0	.5	1.3	2.6	1.9	—
Other cities	20	16,901	14.8	16	15,290	14.6	6.0	3.4	.7	1.5	2.3	.7	3
FURNITURE (General line)													
UNITED STATES TOTAL	23	9,490	20.9	12	5,260	20.1	7.9	7.7	.8	1.6	1.7	.4	2
TOTAL, 14 CITIES	8	3,049	17.0	3	(x)	19.7	9.2	4.7	.4	3.5	1.5	.4	—

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	FURNITURE AND HOUSE FURNISHINGS—Con.												
FURNITURE (Household)													
UNITED STATES TOTAL	119	$38,001	20.7	84	$28,540	20.5	6.3	6.2	1.6	2.2	3.2	1.0	30
Middle Atlantic	50	14,675	22.8	34	10,273	23.9	7.6	7.7	2.5	2.0	3.3	.8	11
East North Central	24	8,100	19.2	15	5,955	18.9	6.0	5.2	1.4	1.8	3.0	1.5	8
West North Central	14	5,608	19.4	13	(x)	19.6	5.9	5.5	.7	2.9	3.7	.9	1
West South Central	7	2,445	20.0	5	(x)	18.7	4.2	6.5	.8	2.9	3.2	1.1	1
Pacific	6	1,606	22.7	6	1,606	22.7	7.7	8.6	1.6	.9	3.3	.6	5
Other divisions	18	5,567	18.2	11	3,846	14.9	4.2	3.2	.9	2.4	2.8	1.4	4
TOTAL, 14 CITIES	82	24,408	22.2	55	17,521	22.5	7.1	6.9	2.0	2.1	3.3	1.1	21
Chicago	13	5,616	19.0	7	4,149	17.9	5.5	4.9	1.4	1.4	2.9	1.8	8
New York City	41	13,156	23.0	28	9,191	24.2	7.9	8.0	2.5	2.1	3.0	.7	6
Other cities	28	5,636	23.6	20	4,181	23.5	7.1	6.1	1.8	2.8	4.4	1.3	9
FURNITURE (Office)													
UNITED STATES TOTAL	4	1,939	14.1	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)
HOUSE FURNISHINGS (Except as specified)													
UNITED STATES TOTAL	202	73,137	14.1	133	49,661	14.9	4.9	4.5	1.2	1.2	2.0	1.1	92
New England	11	6,189	15.2	8	5,127	15.5	5.5	4.2	1.2	1.3	2.6	.7	2
Middle Atlantic	122	46,229	12.8	86	32,544	13.8	4.4	4.2	1.2	1.0	1.8	1.0	72
East North Central	29	9,925	14.5	15	4,845	16.7	6.9	4.6	1.1	.6	2.7	.8	5
Pacific	19	5,124	21.0	12	3,163	23.6	5.6	6.9	1.6	3.5	2.1	3.9	5
Other divisions	21	5,670	16.9	12	3,982	16.0	5.7	5.2	1.1	1.4	2.1	.5	8
TOTAL, 14 CITIES	161	61,934	13.6	108	41,406	14.4	4.7	4.2	1.2	1.2	2.0	1.1	70
Boston	8	4,619	15.5	6	(x)	16.0	5.6	4.0	1.2	1.2	3.0	1.0	----
New York City	93	37,253	12.2	69	26,089	13.3	4.5	3.9	1.2	.9	1.8	1.0	48
Philadelphia	11	2,286	17.4	7	1,233	14.1	3.8	2.8	1.7	1.8	3.5	.5	9
Other cities	49	17,776	15.4	26	(x)	16.6	4.9	5.1	1.1	1.9	2.3	1.3	13
MUSICAL INSTRUMENTS AND SHEET MUSIC													
UNITED STATES TOTAL	40	15,182	24.1	27	11,876	24.5	8.5	8.3	1.3	2.0	2.9	1.5	12
Middle Atlantic	18	7,442	25.2	11	5,347	27.0	9.8	8.6	1.3	2.3	3.3	1.7	5
East North Central	9	3,934	25.7	6	3,417	25.0	8.7	9.8	.9	1.7	2.8	1.1	2
Other divisions	13	3,808	20.4	10	3,112	19.7	6.0	6.0	1.7	1.7	2.4	1.9	5
TOTAL, 14 CITIES	31	12,393	24.5	22	9,745	25.6	8.9	8.8	1.2	2.2	3.2	1.3	11
	GROCERIES (GENERAL LINE)												
NOT SPONSORING COOPERATIVE OR VOLUNTARY GROUPS													
UNITED STATES TOTAL	2,507	1,286,290	9.6	1,880	1,038,132	9.9	2.5	2.4	1.7	1.3	1.3	.7	820
New England	71	43,541	14.9	52	33,498	15.8	4.1	3.7	2.7	2.2	2.2	.9	25
Middle Atlantic	238	136,114	10.7	179	115,055	11.1	2.8	2.7	2.2	1.4	1.3	.7	104
East North Central	275	172,746	11.6	216	150,718	11.9	3.0	3.3	2.0	1.8	1.3	.5	92
West North Central	268	157,371	9.8	204	125,818	9.9	2.4	2.4	1.3	1.4	1.6	.8	47
South Atlantic	551	227,274	8.5	416	176,768	8.7	2.2	1.9	1.6	.9	1.3	.8	199
East South Central	362	168,605	8.5	261	128,570	8.5	2.0	2.0	1.6	1.1	1.2	.6	139
West South Central	540	254,738	8.5	399	203,643	8.7	2.1	2.1	1.5	1.1	1.2	.7	153
Mountain	126	61,202	8.8	91	50,720	9.0	2.3	2.3	1.0	1.1	1.4	.9	25
Pacific	76	64,699	10.1	62	53,342	10.9	2.6	3.2	1.9	1.5	.9	.8	38
TOTAL, 14 CITIES	209	193,799	13.8	173	177,478	14.2	3.8	3.9	2.5	2.0	1.5	.7	91
Baltimore	7	4,798	8.2	7	4,798	8.2	2.3	1.8	1.0	1.3	1.7	.3	3
Buffalo	6	2,441	9.8	6	2,441	9.8	3.0	2.5	1.7	.7	1.3	.6	2
Chicago	24	32,259	21.4	24	32,259	21.4	5.2	6.7	4.0	2.9	2.1	.5	4
Cleveland	12	7,791	10.8	8	5,251	12.8	3.3	2.7	2.1	2.9	1.0	.8	1
Los Angeles	11	13,558	10.2	7	10,718	10.8	1.6	3.3	2.1	1.9	.6	1.1	7
Milwaukee	8	8,794	13.6	8	8,794	13.8	3.7	4.0	2.0	2.0	1.1	.8	----
New York City	45	49,461	13.1	39	48,119	13.2	3.4	3.6	2.6	1.6	1.3	.7	20
Philadelphia	19	10,222	9.2	13	8,122	10.8	2.2	2.8	2.4	1.1	1.2	1.1	7
Pittsburgh	19	7,207	10.4	11	5,763	11.3	2.4	2.7	2.4	1.4	1.2	1.2	7
St. Louis	15	6,850	10.7	13	(x)	10.5	2.8	2.3	1.3	1.5	1.4	1.4	8
San Francisco	9	10,584	14.3	8	(x)	14.4	4.3	4.2	2.8	1.7	.8	.6	11
Washington, D. C.	7	4,127	13.2	6	(x)	12.8	3.1	3.6	1.9	1.2	1.9	1.1	4
Other cities	27	35,727	13.7	23	33,407	13.5	3.8	3.0	1.9	2.3	2.0	.7	19
	GROCERIES AND FOODS (SPECIALTY LINES)												
BREAKFAST CEREALS													
UNITED STATES TOTAL	22	21,758	44.1	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

By Kinds of Business and Areas—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	GROCERIES AND FOODS (SPECIALTY LINES)—Con.												
CANNED FOODS													
UNITED STATES TOTAL	168	$69,792	11.5	117	$52,361	12.0	3.3	3.4	2.0	1.2	1.2	.9	84
New England	12	1,971	12.9	8	1,317	15.3	3.6	3.7	2.4	1.4	2.2	1.8	6
Middle Atlantic	42	17,254	13.6	30	13,202	14.4	4.8	4.0	2.2	1.1	1.2	1.1	20
East North Central	35	13,309	13.7	20	6,365	15.5	3.8	4.6	2.8	1.7	1.3	1.3	5
West North Central	10	2,513	17.6	6	(x)	18.3	4.5	5.4	2.5	1.6	3.0	1.3	1
South Atlantic	33	14,585	9.0	25	11,974	6.6	1.7	2.5	1.7	1.1	1.1	.5	17
East South Central	6	2,575	8.7	6	(x)	9.2	2.6	2.1	1.5	1.3	1.6	.1	11
Other divisions	28	17,585	9.3	20	13,507	9.6	2.7	2.6	1.4	1.2	.7	1.0	24
TOTAL, 14 CITIES	73	31,823	14.0	52	23,413	14.4	4.1	4.1	2.4	1.4	1.1	1.3	44
Chicago	13	4,943	16.2	6	2,039	20.9	5.1	6.0	4.2	2.6	1.5	1.5	—
New York City	21	9,676	10.6	13	6,127	10.1	4.2	2.2	1.2	.6	.9	1.0	10
Philadelphia	6	2,142	21.5	6	2,142	21.5	7.2	6.1	2.9	2.2	2.0	1.1	5
San Francisco	8	5,311	11.4	6	(x)	10.5	2.3	3.2	2.3	1.4	.8	.5	7
Other cities	25	9,751	16.1	21	(x)	16.0	3.9	4.9	2.7	1.6	1.2	1.7	22
COFFEE, TEA, AND SPICES													
UNITED STATES TOTAL	143	65,588	25.7	93	40,887	26.5	6.0	9.5	3.9	2.9	2.7	1.5	20
Middle Atlantic	33	10,952	28.6	22	6,656	30.4	7.6	9.1	4.3	3.8	3.1	2.5	6
East North Central	26	15,133	23.6	15	6,389	22.6	4.4	7.4	4.6	2.6	1.9	1.5	3
West North Central	19	9,963	24.1	16	9,319	23.5	5.7	8.6	3.3	3.0	2.0	.9	7
East South Central	5	1,868	22.1	5	1,668	22.1	6.7	6.8	2.4	3.0	2.0	1.2	—
West South Central	18	3,781	26.7	13	3,144	27.9	6.8	9.8	2.6	2.9	2.7	1.1	3
Pacific	23	15,902	25.6	16	6,756	31.7	6.0	13.4	4.2	2.1	4.6	1.4	1
Other divisions	19	7,989	27.6	6	2,753	23.5	3.7	8.5	4.1	3.0	1.7	2.5	—
TOTAL, 14 CITIES	81	44,715	26.9	49	25,930	27.0	6.0	9.5	3.6	3.4	2.9	1.6	10
Chicago	15	10,294	26.7	11	7,748	22.0	4.4	7.2	4.6	2.6	1.6	1.4	1
New York City	21	6,629	28.9	15	5,594	30.5	7.9	9.0	4.0	4.0	2.9	2.7	3
St. Louis	9	5,519	24.9	6	(x)	24.5	7.0	9.1	1.3	4.0	2.6	.5	2
San Francisco	8	7,993	30.5	5	4,761	34.8	6.1	14.9	4.7	2.6	5.1	1.2	—
Other cities	28	12,080	24.3	10	(x)	25.2	4.4	8.6	2.7	3.7	3.1	2.7	4
COFFEE ROASTING AND SPICE GRINDING													
UNITED STATES TOTAL	111	98,956	18.0	76	47,247	27.5	5.4	11.5	3.2	3.7	2.5	1.2	23
Middle Atlantic	20	29,456	9.7	13	3,790	30.0	6.2	10.4	3.6	4.3	2.8	2.7	1
East North Central	14	11,919	17.4	9	5,913	26.4	6.7	12.3	2.7	3.5	2.6	.6	—
West North Central	11	16,174	22.9	7	13,608	25.4	4.4	12.7	3.8	2.0	1.5	1.0	—
South Atlantic	7	5,244	10.5	6	(x)	25.1	5.4	8.8	2.4	4.5	3.1	.9	10
East South Central	11	3,035	23.1	7	2,123	26.8	8.5	10.0	2.3	1.8	3.7	.5	—
West South Central	18	15,143	21.8	13	6,073	26.3	5.1	9.6	2.7	3.8	3.3	1.8	4
Pacific	21	12,634	21.9	15	8,534	27.3	5.3	10.7	3.1	4.5	2.7	1.0	4
Other divisions	9	5,349	34.5	6	(x)	36.8	5.2	15.5	4.1	8.6	1.6	1.8	4
TOTAL, 14 CITIES	38	24,028	26.0	26	15,436	33.0	6.7	12.8	3.7	5.8	2.4	1.6	8
CONFECTIONERY													
UNITED STATES TOTAL	316	74,961	13.5	207	49,170	15.3	4.5	4.6	2.3	1.3	1.6	.8	141
New England	28	5,497	14.6	21	3,580	16.2	5.0	4.2	2.0	1.1	2.9	1.0	9
Middle Atlantic	119	29,124	12.4	78	18,121	14.3	4.2	4.4	2.2	1.0	1.8	.7	64
East North Central	57	18,975	14.8	35	13,548	17.5	6.1	5.0	2.3	1.7	1.5	.9	14
West North Central	17	3,460	14.1	6	1,620	11.2	2.6	3.8	1.8	.7	1.3	1.0	6
South Atlantic	48	8,748	15.3	34	6,601	16.0	4.0	4.8	2.7	1.4	2.0	1.1	16
East South Central	11	1,952	10.0	6	940	12.3	2.6	4.1	2.5	1.2	1.3	.6	7
West South Central	22	4,614	10.9	15	3,313	12.0	2.9	4.4	1.6	.8	1.3	1.0	14
Mountain	5	760	20.7	5	760	20.7	3.9	5.6	3.0	4.0	2.3	1.7	2
Pacific	9	1,631	11.3	5	687	13.5	2.2	5.5	3.5	1.2	.9	.2	5
TOTAL, 14 CITIES	90	30,069	13.7	57	19,770	16.6	5.8	4.7	2.0	1.6	1.6	.9	40
Baltimore	8	1,655	19.8	7	(x)	19.5	4.6	5.7	3.2	2.5	1.7	1.8	3
Chicago	14	8,095	19.4	6	7,015	21.4	9.4	6.1	1.4	1.8	1.5	1.2	2
New York City	36	10,184	11.2	21	5,671	13.0	3.1	4.2	2.3	1.0	1.7	.7	21
Other cities	32	10,135	10.6	21	(x)	10.6	3.6	2.6	1.5	1.2	1.3	.4	14
FISH AND SEA FOODS													
UNITED STATES TOTAL	347	99,927	19.6	219	64,745	20.4	5.2	3.9	3.3	3.7	2.9	1.4	113
New England	49	15,301	23.0	29	10,362	22.5	5.6	4.0	2.5	4.8	3.2	2.2	4
Middle Atlantic	115	38,202	17.8	71	22,907	16.9	5.6	3.7	3.3	2.7	2.5	1.1	37
East North Central	49	14,645	16.1	27	9,928	18.9	4.8	3.4	3.4	3.4	3.1	.8	14
West North Central	26	5,356	23.7	23	4,949	23.6	5.6	5.6	2.7	4.9	3.2	1.6	7
South Atlantic	42	9,891	20.1	27	5,787	20.9	4.9	3.7	4.6	3.6	3.3	.8	17
Pacific	50	13,539	20.5	36	9,646	21.3	4.2	3.7	3.4	4.7	3.4	1.9	31
Other divisions	16	2,793	20.6	6	1,146	19.5	3.0	4.7	3.5	2.4	3.1	2.6	3

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	GROCERIES AND FOODS (SPECIALTY LINES)—Con.												
FISH AND SEA FOODS—Con.													
TOTAL, 14 CITIES	222	$70,461	18.5	146	$46,236	19.7	5.5	3.6	3.1	3.2	2.6	1.3	71
Baltimore	17	3,347	11.4	11	1,979	11.6	3.5	3.5	1.8	.7	1.6	.7	10
Boston	32	10,505	22.2	22	7,362	22.6	6.5	4.0	2.9	3.2	3.4	2.6	3
Chicago	26	10,162	16.6	17	7,682	17.3	4.4	3.3	2.5	3.4	2.7	1.0	3
Los Angeles	17	3,676	23.2	13	3,148	23.1	5.7	5.6	4.4	3.1	3.4	.7	8
New York City	77	30,409	17.0	47	17,536	16.3	5.7	3.4	2.6	3.2	2.2	1.2	19
Philadelphia	20	4,287	16.2	13	2,992	17.9	4.7	4.8	3.8	.9	3.3	.8	10
St. Louis	7	1,449	25.2	7	1,449	25.2	8.3	5.0	3.5	5.9	4.0	.5	4
Other cities	26	6,606	23.4	16	4,068	25.4	6.2	3.8	8.5	4.5	3.4	1.2	14
FLOUR													
UNITED STATES TOTAL	127	36,610	11.4	67	24,880	11.6	3.6	2.7	2.4	.6	1.3	.6	45
Middle Atlantic	48	13,962	11.4	36	11,393	11.2	3.3	2.6	2.9	.5	1.1	.8	21
East North Central	22	5,307	12.6	15	3,498	13.5	4.4	2.2	3.2	1.2	1.7	.8	9
West North Central	14	3,232	12.8	9	2,370	12.9	3.5	2.9	2.0	1.2	1.7	1.8	2
Other divisions	43	14,109	10.6	25	7,619	10.8	3.6	2.9	1.8	1.0	1.1	.6	13
TOTAL, 14 CITIES	68	22,272	11.3	51	14,779	11.3	3.5	2.4	2.7	.7	1.3	.7	33
FRUITS AND VEGETABLES (Frosted)													
UNITED STATES TOTAL	12	7,757	6.9	10	(x)	11.9	3.1	2.1	1.8	2.4	2.1	.4	1
MEATS AND PROVISIONS													
UNITED STATES TOTAL	1,140	457,718	10.8	741	314,005	11.4	2.7	2.5	1.9	1.3	1.9	1.1	632
New England	146	68,135	10.3	91	49,513	10.0	2.2	2.3	1.4	1.1	1.6	1.4	57
Middle Atlantic	367	176,979	9.4	254	115,349	10.1	3.0	2.1	1.4	.6	1.8	1.0	186
East North Central	248	100,725	11.0	159	67,905	12.0	2.5	2.9	2.4	1.4	1.6	1.0	136
West North Central	47	12,963	15.1	34	10,640	15.8	3.2	3.2	2.4	2.1	2.2	2.5	31
South Atlantic	83	27,797	11.9	52	19,335	12.7	3.3	3.1	1.9	1.3	2.5	.6	31
East South Central	16	4,623	10.7	15	4,190	11.1	1.9	3.0	2.3	1.3	1.8	.6	15
West South Central	49	12,808	12.6	37	10,753	12.6	2.7	3.5	2.5	1.0	2.2	.7	37
Mountain	15	3,616	15.5	11	38,320	13.9	2.8	2.8	2.3	2.6	2.5	.9	137
Pacific	147	47,670	13.4	88									
TOTAL, 14 CITIES	583	291,811	10.5	367	198,359	11.2	2.9	2.4	1.8	1.2	1.8	1.1	306
Baltimore	12	4,808	13.5	7	3,179	13.8	3.9	3.3	2.2	1.8	2.3	.5	1
Boston	58	32,946	12.0	27	21,416	12.3	2.3	2.6	1.8	1.5	1.7	2.4	16
Buffalo	5	677	11.2	5	677	11.2	2.2	2.6	1.7	1.4	2.3	1.0	4
Chicago	83	54,014	10.5	81	39,055	11.4	2.1	2.9	2.4	1.3	1.6	1.1	54
Cleveland	19	6,539	12.2	12	4,166	13.8	2.7	3.5	2.6	1.6	1.9	1.1	1
Detroit	48	13,961	11.2	31	10,036	11.3	3.8	2.1	2.0	1.8	1.5	.5	28
Los Angeles	23	10,169	14.3	17	8,408	15.3	3.9	3.3	2.7	1.5	1.8	2.1	38
Milwaukee	9	1,805	15.5	6	1,325	16.5	3.5	3.5	3.8	1.8	2.8	1.3	4
New York City	230	127,610	6.8	155	83,554	9.5	2.9	1.9	1.3	.7	1.8	.9	102
San Francisco	27	13,162	11.8	18	10,161	11.9	2.4	2.0	2.1	2.3	2.2	.9	21
Washington, D. C.	19	6,108	10.4	14	5,760	11.6	3.7	2.3	1.9	.8	2.4	.7	5
Other cities	52	18,012	13.3	34	10,422	18.0	5.1	2.9	2.6	1.5	2.2	1.5	34
OTHER FOODS AND GROCERY SPECIALTIES													
UNITED STATES TOTAL	1,084	392,806	13.6	872	247,783	13.4	3.5	3.9	2.1	1.5	1.8	.6	378
New England	55	14,528	13.1	38	10,062	14.0	4.1	3.5	2.2	1.2	2.0	1.0	18
Middle Atlantic	299	126,557	14.4	183	74,008	15.2	4.2	4.8	2.3	1.4	1.6	1.1	107
East North Central	200	78,941	13.5	124	49,759	11.8	3.0	3.4	1.9	1.2	1.6	.7	60
West North Central	104	39,134	13.8	76	32,329	13.4	3.7	3.6	1.9	2.3	1.4	.5	31
South Atlantic	179	50,488	10.9	109	32,453	11.3	2.6	3.2	2.0	1.3	1.4	.6	56
East South Central	55	15,896	13.1	31	9,767	10.1	2.5	2.5	1.9	1.3	1.2	.7	22
West South Central	61	25,365	13.7	47	14,435	11.1	2.6	3.2	1.9	1.1	1.5	.6	32
Mountain	16	7,350	14.2	6	3,012	10.4	3.1	2.7	.8	1.2	1.8	1.0	2
Pacific	95	34,725	15.2	56	21,958	16.5	3.6	5.2	2.4	2.0	2.2	1.1	48
TOTAL, 14 CITIES	416	188,394	14.4	289	124,701	15.2	4.2	4.7	2.1	1.8	1.8	1.0	153
Baltimore	15	5,595	12.2	12	5,166	11.6	2.6	3.6	1.9	1.7	1.5	.5	11
Boston	15	5,621	14.7	12	4,568	15.9	4.5	4.1	2.4	1.8	1.9	1.4	8
Chicago	59	29,618	11.6	34	16,182	12.9	3.5	4.3	1.7	.8	1.7	.9	13
Cleveland	14	6,136	11.5	12	(x)	11.6	3.4	4.2	1.5	1.4	.8	.3	5
Detroit	20	5,247	11.0	16	4,426	10.6	2.1	2.3	2.1	1.5	1.9	.7	15
Los Angeles	33	9,636	19.5	22	6,854	21.8	3.9	8.1	3.3	2.6	2.0	1.7	25
New York City	143	77,075	15.0	69	44,316	16.5	4.9	5.2	2.2	1.3	1.6	1.3	43
Philadelphia	36	12,573	14.4	22	6,156	15.3	3.5	4.3	2.6	2.3	1.8	.6	14
Pittsburgh	14	4,684	15.2	9	2,982	16.8	4.0	5.2	1.9	1.4	1.7	2.6	6
San Francisco	25	10,073	16.1	14	6,619	15.7	5.0	4.2	2.0	1.7	1.6	1.0	13
Other cities	42	19,554	14.9	27	(x)	14.4	4.3	3.7	1.5	2.8	1.5	.8	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
HARDWARE													
GENERAL LINE (With industrial department)													
UNITED STATES TOTAL	365	$375,554	18.2	280	$302,794	18.5	5.8	5.9	1.1	2.4	2.2	1.1	44
New England	17	6,127	23.2	14	5,362	23.0	7.1	7.1	1.5	2.1	3.9	1.3	3
Middle Atlantic	74	37,871	21.2	57	31,750	21.1	6.9	6.4	1.6	2.0	3.2	1.0	8
East North Central	61	91,667	18.2	45	83,010	18.0	5.5	6.0	1.1	2.5	2.1	.8	9
West North Central	29	54,970	20.4	24	49,831	20.5	6.8	6.7	.6	3.5	2.1	.8	—
South Atlantic	65	39,495	17.0	44	28,540	17.5	4.8	6.1	1.3	1.5	2.1	1.7	7
East South Central	36	52,866	15.4	27	25,079	15.3	5.2	4.3	1.2	1.7	1.9	1.0	10
West South Central	31	34,079	15.6	26	28,991	15.8	4.6	5.3	1.2	2.0	1.6	1.1	3
Mountain	22	17,682	17.0	17	15,572	18.0	5.6	5.9	.8	1.7	2.5	1.5	1
Pacific	30	40,797	19.4	26	34,659	19.4	5.7	5.6	.9	3.2	1.9	2.1	3
TOTAL, 14 CITIES	52	110,216	18.9	45	102,076	18.8	5.8	6.2	1.0	3.0	2.0	.8	12
Chicago	8	15,721	18.5	7	(x)	18.5	5.2	6.7	1.1	2.2	2.0	1.3	8
New York City	14	6,572	20.6	11	5,672	20.3	8.3	4.6	1.7	1.9	3.4	.4	1
Other cities	30	87,923	18.8	27	(x)	18.8	5.8	6.3	.9	3.2	1.9	.7	3
GENERAL LINE (Without industrial department)													
UNITED STATES TOTAL	230	132,435	17.7	165	106,123	17.9	5.9	5.3	1.3	1.9	2.3	1.2	53
New England	17	10,441	20.6	12	8,628	21.4	8.2	4.9	2.1	1.8	3.1	1.3	3
Middle Atlantic	57	27,485	18.9	42	24,742	18.7	6.2	5.3	2.0	1.7	2.4	1.1	18
East North Central	23	12,525	15.7	17	10,646	15.2	6.5	4.2	.8	1.6	1.5	.6	7
West North Central	17	13,034	18.7	15	(x)	19.1	5.9	6.2	.6	2.7	2.3	1.4	3
South Atlantic	46	19,961	18.1	28	11,292	17.8	5.5	4.7	1.7	1.8	2.9	1.2	5
East South Central	20	14,486	17.0	10	10,482	17.9	4.7	6.4	.6	2.9	2.8	.5	3
West South Central	32	22,113	15.9	28	20,172	16.1	5.2	5.0	.9	1.7	1.6	1.7	10
Other divisions	18	12,390	17.2	13	(x)	17.5	5.0	5.4	1.2	1.8	3.0	1.1	4
TOTAL, 14 CITIES	54	34,776	17.8	42	29,959	17.7	6.3	5.1	1.7	1.6	1.9	1.1	23
New York City	26	14,269	17.9	22	13,624	17.9	6.9	4.6	1.7	1.5	2.3	.9	6
Other cities	28	20,507	17.7	20	16,335	17.6	5.8	5.5	1.7	1.7	1.7	1.2	17
SPECIALTY LINES													
UNITED STATES TOTAL	137	36,740	21.7	89	29,127	22.3	7.4	7.6	2.1	1.7	2.4	1.1	35
Middle Atlantic	64	14,979	20.5	36	10,256	22.1	8.2	6.3	1.9	1.8	2.7	1.2	6
South Atlantic	11	3,153	20.1	8	2,750	19.1	6.0	6.4	1.4	.8	3.6	.9	5
Pacific	19	5,462	23.0	15	4,976	22.2	7.3	6.7	2.4	2.2	3.0	.6	11
Other divisions	43	13,146	22.9	30	11,145	23.2	6.9	9.4	2.3	1.6	1.7	1.3	13
TOTAL, 14 CITIES	91	25,067	22.0	55	19,301	23.1	7.5	8.5	1.9	1.7	2.3	1.2	22
Detroit	5	876	16.0	5	876	16.0	3.2	5.5	1.4	2.5	2.9	.5	4
New York City	51	13,078	19.4	28	9,159	21.1	7.6	6.3	1.9	1.6	2.6	1.1	5
San Francisco	6	2,270	26.7	5	(x)	26.6	8.8	8.7	3.0	2.2	3.0	.9	6
Other cities	29	8,843	25.2	17	(x)	25.4	7.5	11.6	1.7	1.5	1.7	1.4	7
JEWELRY													
JEWELRY (General line)													
UNITED STATES TOTAL	162	60,390	17.2	95	43,759	17.4	6.5	6.0	.7	.5	2.4	1.3	64
New England	9	5,332	13.0	5	(x)	12.4	3.1	5.3	.3	.7	1.8	1.2	5
Middle Atlantic	63	15,875	17.4	29	8,723	18.3	6.9	6.1	.8	.2	2.3	2.0	22
East North Central	39	17,402	20.9	29	15,116	20.9	7.3	7.7	.6	.7	3.1	1.5	11
West North Central	14	4,579	20.4	7	2,527	22.2	9.1	6.2	.6	.5	4.3	1.5	1
Pacific	14	6,773	17.8	10	5,561	17.6	7.0	6.8	.9	.5	1.6	.8	7
Other divisions	23	10,429	10.9	15	(x)	10.5	4.7	2.9	.6	.5	1.4	.4	18
TOTAL, 14 CITIES	113	45,402	17.0	61	32,432	16.7	6.0	5.9	.7	.5	2.3	1.3	36
Boston	6	3,888	13.9	5	(x)	12.4	3.1	5.3	.3	.7	1.8	1.2	5
Chicago	20	11,500	21.6	15	10,168	21.7	6.8	8.4	.7	.8	3.4	1.6	5
New York City	46	10,109	17.3	16	3,729	18.6	7.7	5.3	.5	—	2.8	2.3	11
Other cities	41	19,905	14.7	25	(x)	13.7	5.6	4.5	.9	.3	1.6	.8	15
CLOCKS AND WATCHES													
UNITED STATES TOTAL	38	35,552	18.7	18	22,789	20.1	4.6	11.7	.1	.2	.8	2.7	15
Middle Atlantic	29	30,139	19.7	12	18,736	21.6	4.4	13.1	.1	.2	.8	3.0	13
Other divisions	9	5,413	13.2	6	4,053	13.1	5.6	5.2	.2	.2	.8	1.1	2
TOTAL, 14 CITIES	34	34,299	18.8	16	22,223	20.2	4.6	11.9	.1	.2	.7	2.7	15
DIAMONDS AND OTHER PRECIOUS STONES													
UNITED STATES TOTAL	76	17,412	10.5	18	5,032	9.8	4.7	2.2	.1	(1)	1.7	1.1	20

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Less than one-tenth of one percent.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

By Kinds of Business and Areas—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
						JEWELRY—Con.							
ALL OTHER													
UNITED STATES TOTAL	139	$48,123	23.3	79	$29,953	24.4	8.2	8.9	1.1	1.3	3.5	1.4	48
Middle Atlantic	94	37,629	24.1	53	23,432	25.4	8.1	9.8	1.0	1.4	3.8	1.3	37
East North Central	19	5,343	19.1	12	3,584	19.8	9.2	5.3	1.7	.9	2.0	.7	1
Pacific	11	1,630	18.4	5	686	23.2	8.2	9.9	.4	.8	2.3	1.6	3
Other divisions	15	3,521	23.6	9	2,251	21.9	8.8	5.8	.8	.5	2.2	3.8	7
TOTAL, 14 CITIES	123	44,593	23.6	68	27,264	24.9	8.3	9.2	1.1	1.3	3.6	1.4	39
New York City	78	34,513	24.7	43	21,761	25.6	8.1	9.8	1.0	1.5	4.0	1.2	23
Other cities	45	10,080	19.7	25	5,503	22.3	9.3	8.7	1.3	.7	2.3	2.0	16
						LUMBER AND CONSTRUCTION MATERIALS							
BUILDERS' SUPPLIES (General line)													
UNITED STATES TOTAL	132	60,499	16.4	79	34,226	17.5	5.1	3.1	2.8	2.4	2.7	1.4	29
Middle Atlantic	25	8,644	17.8	20	7,228	19.0	5.1	2.5	3.3	3.0	3.2	1.9	12
East North Central	18	12,525	10.4	6	1,611	17.7	5.2	5.3	2.1	2.5	1.5	.7	----
South Atlantic	20	10,308	20.6	16	6,402	16.8	4.9	2.9	3.0	1.8	2.4	1.8	----
East South Central	9	3,497	19.4	6	3,023	18.6	6.5	4.3	2.8	1.5	2.6	.9	3
Mountain	10	5,806	11.8	9	(x)	11.7	4.9	2.3	.7	1.4	1.7	.7	4
Other divisions	50	19,719	18.2	22	(x)	19.8	4.9	3.3	3.7	3.2	3.4	1.3	10
TOTAL, 14 CITIES	16	16,155	9.9	10	6,556	14.1	4.1	3.1	1.8	2.2	1.5	1.4	4
LUMBER													
UNITED STATES TOTAL	423	178,389	13.8	211	90,269	14.8	4.5	2.8	2.2	2.1	2.1	1.1	60
New England	21	14,223	13.3	12	7,683	15.2	4.3	2.2	4.1	1.0	2.4	1.2	5
Middle Atlantic	110	47,117	13.5	55	21,269	15.5	5.4	2.5	2.2	2.0	2.0	1.4	17
East North Central	91	37,889	15.0	46	18,652	16.2	5.2	3.3	3.1	1.5	2.1	1.0	10
West North Central	47	18,604	13.7	24	9,145	13.6	4.3	3.2	1.3	2.3	1.9	.6	3
South Atlantic	49	16,888	12.3	21	8,468	12.3	3.4	2.4	1.9	1.2	2.4	1.0	10
Pacific	59	30,880	13.5	38	19,917	15.1	3.8	2.8	1.4	4.0	1.9	1.2	8
Other divisions	46	12,788	14.2	15	5,135	11.6	3.6	2.8	2.0	.9	1.8	.5	7
TOTAL, 14 CITIES	169	82,365	14.3	91	38,283	16.6	5.0	3.1	2.0	3.0	2.4	1.1	21
Baltimore	9	3,102	15.0	7	(x)	13.0	4.3	2.4	.8	1.4	3.4	.7	2
Los Angeles	20	13,374	13.6	10	8,903	17.4	3.7	2.5	1.5	5.5	2.6	1.6	2
New York City	45	16,536	13.8	21	6,576	17.3	5.6	2.9	2.8	2.3	2.6	1.3	2
Philadelphia	18	8,110	12.5	8	2,482	19.5	7.1	1.9	2.2	3.4	3.2	1.7	7
St. Louis	15	5,805	17.2	9	2,790	19.0	5.9	4.5	1.3	4.3	2.3	.7	---
San Francisco	11	5,494	18.1	8	4,077	18.4	4.8	3.0	2.0	5.5	2.0	1.1	1
Other cities	53	29,944	14.1	28	(x)	14.9	5.1	3.8	2.4	1.1	1.8	.9	7
LUMBER AND MILLWORK													
UNITED STATES TOTAL	85	33,415	17.1	55	22,584	17.7	6.0	2.8	2.3	2.7	2.6	1.3	17
Middle Atlantic	28	10,914	22.0	20	8,828	20.3	5.9	3.0	3.7	2.9	3.1	1.7	1
East North Central	19	6,375	18.4	13	4,896	18.8	5.8	3.4	1.9	3.6	2.8	1.3	2
West South Central	7	1,806	16.4	5	(x)	16.0	5.0	2.3	2.0	2.3	3.8	.6	5
Pacific	10	2,685	15.9	6	1,573	15.8	5.2	3.6	1.2	3.3	1.3	1.0	4
Other divisions	23	11,655	12.2	11	(x)	13.9	6.8	1.8	1.1	1.6	1.7	.9	5
TOTAL, 14 CITIES	32	11,813	18.4	22	9,203	17.7	5.7	2.6	2.4	2.8	3.0	1.2	8
MILLWORK													
UNITED STATES TOTAL	163	53,369	22.0	114	40,120	22.4	7.0	4.3	2.1	4.7	2.9	1.4	23
Middle Atlantic	44	15,498	23.0	26	10,537	23.4	7.8	3.5	2.7	4.9	2.8	1.7	8
East North Central	40	13,217	21.3	32	11,069	21.4	7.7	3.5	1.6	4.6	2.7	1.3	5
West North Central	10	4,305	28.3	7	3,543	30.5	9.5	9.8	1.8	5.3	2.5	1.8	1
South Atlantic	14	4,588	15.4	8	1,704	12.3	3.9	3.2	.8	2.7	1.2	.5	----
West South Central	12	3,226	19.7	9	2,778	18.4	5.9	3.7	2.4	2.3	3.0	1.1	----
Pacific	23	5,662	19.8	18	4,185	19.1	5.3	3.8	1.9	2.9	4.1	1.3	7
Other divisions	20	6,875	24.4	18	6,324	24.8	5.7	4.8	2.8	7.1	3.1	1.3	2
TOTAL, 14 CITIES	57	21,467	22.2	39	15,430	22.7	8.8	3.7	2.5	4.9	2.9	1.9	13
New York City	18	8,344	22.8	10	5,113	22.4	8.2	3.2	3.3	3.1	2.6	2.0	1
Other cities	41	15,123	22.0	29	10,317	22.9	6.1	4.0	2.1	5.8	3.1	1.8	12
BRICK, TILE, AND TERRA COTTA													
UNITED STATES TOTAL	52	13,688	15.8	27	8,383	17.3	6.4	4.8	2.4	.8	1.9	1.2	11
Middle Atlantic	25	7,844	15.1	14	3,858	16.4	6.6	4.0	2.1	.8	1.8	1.5	6
East North Central	12	3,271	17.1	6	1,567	21.2	8.8	7.7	3.5	1.0	1.9	.3	2
Other divisions	15	2,571	15.3	7	1,158	14.8	5.0	2.3	1.9	1.2	3.2	1.2	3
TOTAL, 14 CITIES	31	8,906	17.7	18	4,812	18.5	8.6	4.1	2.2	.8	1.8	1.0	7
New York City	18	3,817	16.1	11	2,957	15.4	8.9	3.0	2.0	.5	1.6	1.4	5
Other cities	15	3,089	19.7	7	1,655	18.4	8.0	8.1	2.6	1.3	2.1	.3	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

By Kinds of Business and Areas—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
LUMBER AND CONSTRUCTION MATERIALS—Con.													
CEMENT, LIME, AND PLASTER													
UNITED STATES TOTAL	39	$18,289	15.2	20	$7,640	16.9	4.8	2.2	5.4	1.3	2.2	1.2	1
Middle Atlantic	21	11,442	14.6	10	3,958	20.8	5.1	2.9	7.4	1.2	2.2	1.8	—
Other divisions	18	6,847	18.3	10	3,682	12.9	4.1	1.5	3.4	1.3	2.1	.5	1
GLASS													
UNITED STATES TOTAL	90	24,894	28.4	60	17,198	28.8	8.0	5.7	2.8	7.5	3.3	1.7	8
Middle Atlantic	27	8,148	25.1	19	5,130	28.5	8.2	5.3	3.1	5.7	2.7	1.5	3
East North Central	22	8,284	27.2	18	8,129	27.6	6.9	5.3	1.8	8.8	3.3	1.7	1
South Atlantic	7	1,471	31.9	5	(x)	33.7	9.0	8.2	2.4	8.0	3.8	2.3	—
Pacific	15	3,088	27.5	9	2,291	25.5	7.8	4.8	3.6	3.4	3.5	2.8	4
Other divisions	19	3,905	37.4	11	(x)	37.0	10.7	7.1	2.8	12.2	3.7	.5	—
TOTAL, 14 CITIES	45	15,079	28.0	32	10,638	27.2	7.5	5.4	2.7	8.7	3.0	1.9	5
Detroit	8	2,259	25.1	5	(x)	23.9	5.4	5.2	1.4	8.8	2.7	2.4	1
New York City	15	5,012	20.0	10	2,640	20.9	8.7	4.2	2.5	1.5	2.5	1.5	3
Other cities	24	7,808	30.2	17	(x)	31.2	7.7	8.0	3.3	9.0	3.3	1.9	1
ALL OTHER													
UNITED STATES TOTAL	427	152,114	19.0	259	96,351	19.4	5.2	3.1	4.8	2.1	2.5	1.7	89
New England	23	8,521	14.1	18	4,528	13.4	4.5	2.0	1.9	1.7	1.7	1.6	7
Middle Atlantic	158	81,802	20.8	90	33,670	24.3	5.7	2.7	7.5	1.2	4.1	3.1	22
East North Central	74	33,644	17.3	51	28,254	16.9	4.7	2.9	4.9	2.6	1.2	.6	15
West North Central	42	10,713	18.7	23	8,240	17.3	5.4	3.6	2.1	3.1	2.4	.7	8
South Atlantic	42	12,473	22.4	18	5,323	19.1	5.9	4.3	3.4	1.5	2.4	1.8	6
East South Central	14	4,497	16.4	7	2,541	18.0	4.8	2.5	4.4	1.5	2.3	2.5	—
West South Central	31	8,377	17.1	22	8,416	14.8	3.8	2.8	2.7	3.0	1.9	.8	5
Mountain	11	5,640	13.7	8	5,043	14.2	4.8	3.9	.5	2.5	1.5	1.0	—
Pacific	34	8,447	19.4	24	8,338	19.5	5.8	4.9	1.9	4.0	2.2	.9	8
TOTAL, 14 CITIES	157	77,864	20.8	92	46,562	23.0	5.7	3.2	8.9	2.3	2.8	2.1	21
Chicago	17	17,519	17.9	11	16,443	18.4	4.6	2.9	6.5	3.4	.6	.4	—
Cleveland	9	2,832	21.7	5	802	20.7	8.0	4.3	2.4	2.3	2.7	1.0	1
New York City	88	38,146	22.6	35	17,914	29.8	6.1	2.8	10.4	.7	5.4	4.4	3
Philadelphia	7	2,677	14.6	5	(x)	14.1	4.9	2.7	2.1	2.0	1.7	.7	3
Pittsburgh	9	3,378	16.0	7	(x)	18.1	7.7	1.9	4.0	1.1	2.2	1.2	5
Other cities	47	15,312	20.9	29	8,332	20.8	6.8	4.8	2.1	3.7	2.1	1.3	9
MACHINERY—EQUIPMENT—SUPPLIES													
COMMERCIAL EQUIPMENT AND SUPPLIES (Office machines and equipment)													
UNITED STATES TOTAL	47	12,098	28.9	23	7,132	28.9	11.4	9.9	1.5	2.7	2.3	1.1	13
Middle Atlantic	17	5,364	27.0	10	4,374	27.5	10.5	10.0	1.5	2.5	1.7	1.3	5
East North Central	15	4,195	31.9	7	1,687	32.9	14.4	9.8	1.5	3.9	2.3	1.2	4
Other divisions	15	2,539	27.7	6	871	27.4	9.7	9.9	1.5	1.0	4.8	.5	4
TOTAL, 14 CITIES	32	9,544	28.8	17	6,198	28.3	11.0	9.3	2.0	2.5	2.2	1.3	7
New York City	11	4,291	25.3	6	3,533	26.3	9.6	9.8	1.5	2.3	1.7	1.4	—
Other cities	21	5,253	31.7	11	2,663	31.1	13.0	8.7	2.7	2.8	2.8	1.1	7
COMMERCIAL EQUIPMENT AND SUPPLIES (Restaurant and hotel supply houses)													
UNITED STATES TOTAL	114	38,122	23.5	62	17,163	24.2	7.2	8.2	2.1	1.9	3.3	1.5	33
Middle Atlantic	32	9,992	20.6	18	4,154	22.5	8.5	6.9	2.0	1.9	3.8	1.4	10
East North Central	29	10,003	23.2	19	5,135	23.7	7.4	7.3	2.7	1.6	3.1	1.6	13
West North Central	9	2,045	23.5	6	1,430	21.8	9.3	4.9	1.7	1.7	2.8	1.2	3
South Atlantic	10	3,001	24.3	5	1,758	25.7	10.2	8.5	.7	2.5	2.3	1.5	2
Pacific	18	6,169	28.3	8	1,408	24.3	4.9	10.4	1.8	2.5	2.8	1.9	5
Other divisions	18	4,912	28.4	8	3,280	27.6	8.4	11.8	2.1	2.1	3.8	1.4	—
TOTAL, 14 CITIES	66	24,890	22.8	38	10,523	23.2	6.6	8.3	2.4	1.8	3.2	.9	17
Chicago	8	4,470	23.3	5	(x)	20.2	8.1	7.1	1.5	.9	2.2	.4	3
New York City	19	7,470	19.2	11	2,490	20.8	8.5	6.3	2.1	1.6	2.8	1.5	2
Other cities	41	12,950	24.8	20	(x)	24.9	8.2	9.4	2.7	2.2	3.8	.8	12
COMMERCIAL EQUIPMENT AND SUPPLIES (Garage and filling station equipment)													
UNITED STATES TOTAL	30	5,545	25.3	17	3,328	28.8	9.5	9.2	2.1	2.0	2.5	1.3	4
Middle Atlantic	6	1,378	24.2	5	(x)	24.5	8.3	6.2	2.5	3.5	3.3	.7	2
East North Central	9	1,991	26.9	6	1,205	31.8	12.1	13.1	1.7	1.6	2.2	.9	—
Other divisions	15	2,178	24.5	6	(x)	23.0	7.5	7.9	2.1	.9	2.0	2.6	2
TOTAL, 14 CITIES	15	3,412	24.8	10	2,277	28.3	10.0	9.3	2.0	1.8	2.5	.7	—

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	MACHINERY—EQUIPMENT—SUPPLIES—Con.												
COMMERCIAL EQUIPMENT AND SUPPLIES (Soda fountain equipment and supplies)													
UNITED STATES TOTAL	6	$1,023	24.9	3	(x)	24.2	7.9	4.6	2.4	1.3	6.8	1.2	4
COMMERCIAL EQUIPMENT AND SUPPLIES (Store machines)													
UNITED STATES TOTAL	6	1,628	12.5	3	(x)	13.2	2.6	5.2	1.5	.7	2.1	.9	2
COMMERCIAL EQUIPMENT AND SUPPLIES (Store fixtures and equipment)													
UNITED STATES TOTAL	43	10,265	25.8	21	$4,188	29.7	12.0	7.0	3.3	1.9	2.9	2.8	6
Middle Atlantic	6	2,085	31.3	5	1,510	33.3	9.6	8.4	5.5	1.3	2.8	5.7	----
Other divisions	35	6,180	24.1	16	2,676	27.7	13.2	6.2	2.0	2.2	3.2	.9	6
TOTAL, 14 CITIES	21	8,730	24.1	12	2,518	31.4	11.7	6.3	3.9	2.1	3.3	4.1	4
COMMERCIAL EQUIPMENT AND SUPPLIES (All other)													
UNITED STATES TOTAL	90	21,749	19.9	49	11,635	20.2	6.3	6.3	1.8	1.9	2.4	1.5	23
Middle Atlantic	30	7,399	17.9	15	3,575	18.3	8.8	5.1	1.8	1.2	2.5	1.1	6
East North Central	18	4,477	19.3	9	1,823	16.6	8.2	8.3	.8	2.1	2.2	1.0	5
West North Central	10	2,428	19.0	7	2,018	16.6	4.9	5.2	2.3	1.5	2.4	.5	3
Pacific	19	4,502	22.6	10	2,552	23.8	5.2	6.5	2.3	4.0	2.8	3.2	5
Other divisions	15	2,945	22.3	6	1,669	24.6	9.3	10.1	1.5	.8	1.9	1.2	2
TOTAL, 14 CITIES	54	13,553	20.6	30	7,050	21.5	6.6	8.0	1.6	2.5	2.7	1.9	15
New York City	15	4,292	20.5	9	2,031	20.6	8.4	7.0	2.3	1.1	2.9	1.1	2
Other cities	39	9,281	20.9	21	5,019	21.7	8.8	5.5	1.6	3.1	2.6	2.3	13
FARM AND DAIRY (Dairy equipment)													
UNITED STATES TOTAL	53	18,998	18.2	34	11,576	20.5	8.6	6.1	1.1	1.6	1.6	1.3	17
East North Central	13	4,796	24.2	9	3,795	27.6	8.9	13.3	1.2	1.5	1.5	1.4	4
West North Central	15	4,372	17.2	12	3,777	16.6	5.9	5.9	1.4	1.4	1.1	.9	4
Other divisions	25	7,828	15.2	13	4,006	17.3	5.6	5.4	.8	1.7	2.0	1.6	9
FARM AND DAIRY (Farm implements)													
UNITED STATES TOTAL	8	2,534	22.3	5	(x)	22.5	11.0	8.0	.4	1.3	1.8	.2	----
FARM AND DAIRY (Farm machinery and equipment)													
UNITED STATES TOTAL	71	29,721	14.9	45	15,745	18.0	5.4	4.3	1.1	1.8	2.1	1.3	6
Middle Atlantic	8	2,315	18.1	5	(x)	17.8	8.0	6.0	.5	1.1	1.2	1.0	----
East North Central	13	10,445	10.9	8	4,718	11.8	4.4	3.7	.5	1.1	1.1	1.0	4
West North Central	10	2,883	15.3	8	1,436	15.2	5.2	4.2	.3	2.8	2.0	.9	1
West South Central	7	2,145	11.6	5	(x)	11.0	3.8	3.8	.4	.9	1.6	.5	----
Pacific	18	5,270	16.9	11	3,066	21.1	6.7	5.6	.6	2.3	2.6	3.1	1
Other divisions	17	6,883	17.6	10	3,310	18.6	4.8	3.5	3.3	2.5	3.9	.6	2
TOTAL, 14 CITIES	14	4,811	19.5	10	2,297	22.3	7.9	6.8	.9	2.1	2.5	2.1	4
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Industrial—general line)													
UNITED STATES TOTAL	105	89,541	18.6	79	57,980	18.5	8.3	5.8	1.2	1.8	2.3	1.3	14
New England	7	2,332	22.2	8	(x)	22.0	7.1	8.2	1.5	1.9	3.4	1.9	----
Middle Atlantic	11	5,948	21.8	9	(x)	21.8	6.2	6.1	1.3	2.0	3.1	3.1	3
East North Central	19	11,230	21.9	17	(x)	21.9	7.4	7.3	1.2	2.2	2.7	1.1	2
West North Central	6	8,745	12.7	8	(x)	11.8	4.3	3.9	1.0	.7	1.2	.7	----
South Atlantic	19	10,327	17.8	13	7,841	17.8	7.1	5.4	.7	1.3	2.1	1.0	2
East South Central	14	9,988	17.3	10	6,781	17.1	8.0	5.6	1.0	1.4	2.2	.9	7
West South Central	18	12,059	20.0	13	6,121	19.3	8.5	5.5	1.4	1.4	2.8	1.9	----
Other divisions	9	10,914	18.2	5	9,481	18.0	8.0	4.8	1.3	2.9	2.1	1.1	----
TOTAL, 14 CITIES	17	19,171	20.6	16	(x)	20.7	8.9	8.1	1.2	2.8	2.5	1.4	3
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Belting, hose, and packing)													
UNITED STATES TOTAL	64	13,203	23.8	42	6,869	23.7	9.2	6.0	1.5	1.2	2.9	.9	8
Middle Atlantic	21	4,985	25.4	18	3,835	28.2	9.7	9.6	1.9	1.1	3.2	.5	1
East North Central	19	3,491	21.9	10	1,635	21.9	8.4	8.9	1.5	1.0	3.8	.3	----
West North Central	8	1,814	19.3	5	(x)	19.0	6.0	5.3	.9	1.9	1.4	1.5	3
Other divisions	18	3,115	24.6	9	(x)	24.5	9.7	7.8	1.3	1.2	2.8	1.9	2
TOTAL, 14 CITIES	38	8,597	27.3	25	4,775	28.4	10.6	10.8	1.4	1.3	3.5	1.0	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	MACHINERY—EQUIPMENT—SUPPLIES—Con.												
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Construction—except road building)													
UNITED STATES TOTAL	69	$20,436	22.0	33	$12,098	20.0	6.3	6.7	.9	2.5	2.4	1.2	8
East North Central	13	3,613	21.2	7	2,367	19.0	6.3	7.8	.5	1.9	1.9	.6	----
West North Central	12	2,978	22.4	6	1,762	17.7	5.7	6.7	.6	2.2	1.7	.8	1
Pacific	14	6,581	18.2	9	4,336	18.9	5.4	6.3	.7	2.7	2.4	1.4	4
Other divisione	30	7,264	25.7	11	3,633	23.2	7.7	8.4	1.5	2.8	3.3	1.5	3
TOTAL, 14 CITIES	25	7,924	26.9	12	4,646	24.4	8.1	8.2	.8	3.2	2.5	1.8	2
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Road building)													
UNITED STATES TOTAL	151	67,876	19.0	70	37,091	18.7	5.2	6.9	1.3	1.5	2.1	1.7	19
Middle Atlantic	18	10,036	18.1	11	7,856	17.2	6.3	6.7	.9	1.1	.8	1.4	3
East North Central	15	5,168	19.7	9	3,336	19.2	5.8	7.7	1.9	1.3	1.2	1.3	4
West North Central	31	12,772	19.2	15	7,117	21.0	6.0	7.6	1.1	2.0	2.4	1.9	2
South Atlantic	22	11,527	18.3	11	5,677	18.8	4.5	5.7	2.3	1.3	2.5	2.5	3
East South Central	14	9,587	18.4	5	3,862	17.6	3.5	6.7	1.6	1.0	2.8	2.0	2
Mountain	14	6,214	17.7	7	4,198	17.8	4.7	6.5	.8	1.7	3.3	.8	3
Pacific	14	5,250	20.4	5	2,564	17.8	3.2	7.0	1.2	2.0	2.2	2.2	----
Other divisions	23	7,322	21.6	7	2,481	19.5	5.5	7.4	1.3	1.4	2.8	1.1	2
TOTAL, 14 CITIES	24	13,525	19.5	12	9,349	17.3	6.0	7.1	1.0	1.2	1.0	1.0	----
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Machine tools)													
UNITED STATES TOTAL	60	23,906	15.5	26	9,347	18.7	7.5	5.7	1.3	1.3	2.2	.7	14
Middle Atlantic	17	5,206	14.2	6	1,902	16.9	8.2	4.6	.9	.6	2.1	.5	3
East North Central	24	11,713	13.9	13	4,703	19.0	7.3	6.1	1.3	1.9	1.8	.6	9
Other divisions	19	6,987	19.0	7	2,742	19.5	7.4	5.9	1.7	.8	2.7	1.0	2
TOTAL, 14 CITIES	39	18,756	15.2	18	7,046	19.1	7.7	5.9	1.3	1.5	2.2	.5	12
Chicago	9	3,925	22.2	7	(x)	20.9	8.3	6.6	1.6	1.9	1.8	.7	7
Other cities	30	14,831	13.4	11	(x)	17.4	7.2	5.4	.9	1.0	2.5	.4	5
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Mine and mill supplies)													
UNITED STATES TOTAL	232	92,203	18.9	142	64,194	18.5	6.5	5.5	1.6	1.5	2.1	1.3	31
New England	18	6,870	21.1	13	5,363	22.0	9.1	6.3	1.4	1.5	2.8	.9	----
Middle Atlantic	47	21,493	18.9	34	17,351	18.2	6.7	4.9	1.9	1.8	2.1	.8	8
East North Central	48	16,850	19.7	31	11,970	19.3	6.4	6.0	1.7	2.0	1.9	1.3	12
West North Central	12	4,939	19.5	8	3,479	20.5	6.0	7.3	1.8	1.8	2.5	1.1	2
South Atlantic	42	17,959	16.8	20	9,625	18.4	5.6	4.4	1.1	1.0	2.2	2.1	3
East South Central	22	5,776	20.5	11	2,960	19.0	5.8	4.3	2.3	1.5	2.7	2.4	3
West South Central	9	6,833	14.2	6	6,269	14.3	5.3	4.9	.9	1.2	1.5	.5	3
Mountain	12	4,717	20.3	5	1,801	19.4	5.6	8.3	.9	1.1	2.3	1.2	----
Pacific	22	6,766	23.0	14	5,376	21.6	7.7	7.2	1.6	1.3	1.7	2.1	----
TOTAL, 14 CITIES	42	20,124	20.8	30	15,660	20.0	6.9	5.5	2.3	1.6	2.4	1.3	12
Chicago	8	3,334	17.1	7	(x)	16.6	6.6	4.2	2.2	1.4	1.7	.5	4
Pittsburgh	9	5,595	19.0	8	(x)	19.1	6.3	5.1	1.4	2.2	3.0	1.1	2
Other cities	25	11,195	22.8	15	7,121	22.1	7.6	6.4	3.0	1.1	2.2	1.8	6
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Oil well supply houses)													
UNITED STATES TOTAL	463	160,058	9.2	164	66,959	11.3	3.1	3.2	.9	1.1	1.5	1.5	20
East North Central	51	16,805	6.9	16	4,263	9.9	3.6	2.1	.7	.6	1.0	1.9	----
West North Central	26	4,888	8.6	5	1,468	8.9	2.6	2.5	.6	.9	1.1	1.2	----
West South Central	286	102,358	9.3	118	47,507	11.7	3.3	3.5	1.1	1.0	1.4	1.4	12
Pacific	49	22,201	9.3	15	11,363	9.4	1.7	2.6	.4	1.5	1.6	1.6	6
Other divisions	51	13,806	11.1	10	2,358	14.8	5.4	2.2	1.3	2.6	2.3	1.0	2
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Power plant and power transmission)													
UNITED STATES TOTAL	27	8,018	16.6	20	4,864	20.8	9.3	6.2	1.1	.9	2.4	.9	8
Middle Atlantic	9	3,694	14.8	5	1,052	25.9	12.7	6.9	1.0	1.5	2.3	1.5	3
Pacific	5	761	23.8	5	761	23.8	9.3	7.0	1.3	1.7	2.9	1.6	2
Other divisions	13	3,563	17.0	10	3,051	18.2	8.0	5.8	1.0	.4	2.4	.6	3
TOTAL, 14 CITIES	16	6,201	16.2	11	3,455	20.6	9.8	6.0	.9	.8	2.1	1.0	5
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Printing and lithographing—except paper)													
UNITED STATES TOTAL	32	7,324	31.8	8	2,556	34.1	10.3	15.0	1.1	2.8	4.3	.6	----
TOTAL, 14 CITIES	28	6,815	31.6	7	2,431	34.2	9.7	15.5	1.0	3.0	4.4	.6	----

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	MACHINERY—EQUIPMENT—SUPPLIES—Con.												
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Rope, cordage, and twine)													
UNITED STATES TOTAL	29	$11,709	13.6	21	$8,659	14.6	5.8	5.1	1.4	.6	1.4	.3	2
Middle Atlantic	12	5,366	13.7	8	3,402	15.4	6.1	5.8	1.5	.2	1.3	.5	1
East North Central	6	3,342	14.3	6	3,342	14.3	5.5	4.5	1.7	1.1	1.5	(1)	1
Other divisions	11	3,001	12.5	7	1,915	13.8	5.5	4.8	1.0	.6	1.3	.6	----
TOTAL, 14 CITIES	20	9,227	13.6	14	6,750	14.7	5.8	5.4	1.4	.6	1.2	.3	2
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Textile)													
UNITED STATES TOTAL	17	6,199	20.5	12	4,511	19.9	7.4	4.4	1.9	2.4	2.7	1.1	2
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Used machinery and equipment)													
UNITED STATES TOTAL	35	7,374	27.3	15	3,214	27.0	6.9	5.9	2.8	4.0	2.8	4.6	15
TOTAL, 14 CITIES	16	3,529	27.8	6	1,365	25.3	5.8	3.5	2.1	4.3	2.4	7.2	12
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (All other)													
UNITED STATES TOTAL	409	131,717	19.3	212	77,266	19.2	7.6	5.6	1.4	1.4	2.0	1.2	70
New England	28	8,295	16.8	9	4,092	14.8	6.6	4.6	.9	.7	1.2	.8	---
Middle Atlantic	109	39,820	19.7	57	24,273	18.4	7.6	4.8	1.4	1.3	1.6	1.7	31
East North Central	95	31,765	20.2	53	21,295	20.4	7.9	6.2	1.3	1.6	2.5	.9	11
South Atlantic	26	6,925	17.2	16	4,080	18.1	7.4	4.3	2.1	.9	2.5	.9	1
East South Central	11	3,090	17.3	5	1,305	15.3	7.4	3.8	.8	.9	2.2	.2	5
West South Central	30	7,339	16.0	14	3,271	19.4	7.0	5.4	1.2	2.7	2.1	1.0	4
Pacific	61	23,150	19.5	32	12,110	19.6	7.8	6.9	.8	1.4	1.7	1.0	6
Other divisions	49	11,333	21.0	26	6,840	21.1	6.9	5.3	3.4	1.8	2.5	1.2	12
TOTAL, 14 CITIES	228	77,880	20.3	126	51,002	19.8	8.0	5.7	1.6	1.4	2.0	1.1	35
Boston	11	5,049	14.1	5	3,322	13.6	5.6	4.7	.8	.8	.8	.9	---
Chicago	36	13,049	21.2	20	9,339	20.4	7.3	6.3	1.5	1.9	2.7	.7	7
Cleveland	11	2,560	27.7	5	1,348	25.4	9.3	8.7	1.7	2.2	2.2	1.3	1
Detroit	15	6,371	20.5	10	5,328	20.0	8.7	5.4	1.1	1.3	2.6	.9	2
Los Angeles	21	10,814	17.7	11	7,689	18.5	7.6	7.1	.6	1.2	1.4	.6	3
New York City	62	19,945	22.0	32	10,506	22.1	9.9	4.7	2.3	1.2	2.2	1.8	8
Philadelphia	17	5,013	22.3	10	3,704	21.8	8.3	7.2	1.4	2.5	1.6	.8	7
Pittsburgh	9	4,783	16.6	6	3,557	16.8	6.9	4.5	.8	1.4	1.9	1.3	3
San Francisco	9	1,564	22.1	7	(x)	22.7	9.1	7.0	1.0	1.9	2.3	1.4	2
Other cities	37	8,732	19.8	20	(x)	18.7	6.9	4.4	3.7	1.0	2.0	.7	2
PROFESSIONAL EQUIPMENT AND SUPPLIES (Dental supply houses)													
UNITED STATES TOTAL	107	24,936	30.0	62	14,849	30.6	10.5	11.5	2.0	.8	2.7	3.1	10
Middle Atlantic	27	7,597	29.4	15	3,923	31.9	11.1	13.7	2.3	.7	2.2	1.9	9
East North Central	14	3,409	31.0	7	1,646	29.3	10.8	11.3	2.1	.5	2.4	2.2	---
South Atlantic	11	1,964	29.3	6	1,252	27.3	8.4	10.9	2.0	.1	3.4	2.5	---
West South Central	9	1,661	29.3	7	(x)	31.2	10.1	11.1	1.5	.8	3.0	4.7	---
Pacific	16	3,582	29.3	7	1,891	29.3	9.8	10.7	2.0	.7	2.6	3.5	---
Other divisions	30	6,723	30.9	20	(x)	31.3	10.9	10.4	1.8	1.2	3.1	3.9	1
TOTAL, 14 CITIES	45	13,101	29.6	25	7,410	30.1	10.2	12.2	2.4	.8	2.8	1.7	7
PROFESSIONAL EQUIPMENT AND SUPPLIES (Religious supply houses)													
UNITED STATES TOTAL	24	5,998	27.6	12	3,588	28.4	12.2	8.6	2.1	1.1	3.0	1.4	10
Middle Atlantic	12	3,138	24.1	8	2,364	23.1	10.6	6.4	1.9	.3	2.3	1.6	9
Other divisions	12	2,860	31.4	4	1,224	38.6	15.4	12.7	2.6	2.8	4.2	.9	1
TOTAL, 14 CITIES	17	4,100	27.3	10	2,959	27.2	12.0	7.7	2.2	1.1	2.6	1.6	9
PROFESSIONAL EQUIPMENT AND SUPPLIES (School equipment and supplies)													
UNITED STATES TOTAL	49	18,143	25.2	34	12,238	24.9	7.5	8.5	1.8	2.8	2.9	1.4	8
Middle Atlantic	8	2,144	27.4	6	(x)	29.0	11.1	9.1	1.8	3.6	2.9	.5	---
East North Central	11	4,198	27.4	6	3,274	27.8	7.2	12.2	2.0	1.6	3.1	1.7	----
West North Central	9	6,072	24.2	5	2,811	21.8	5.1	6.2	1.7	4.7	2.5	1.6	1
West South Central	7	1,487	26.2	5	(x)	26.7	8.4	9.1	.7	2.2	3.9	2.4	2
Other divisions	14	4,242	23.2	12	3,171	21.8	7.6	6.2	2.0	2.1	2.8	1.1	5

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Less than one-tenth of one percent.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	MACHINERY—EQUIPMENT—SUPPLIES—Con.												
PROFESSIONAL EQUIPMENT AND SUPPLIES (Surgical, medical, and hospital)													
UNITED STATES TOTAL	141	$40,966	26.2	45	$19,234	28.4	10.8	11.3	1.6	1.2	2.5	1.0	14
Middle Atlantic	38	11,250	24.4	12	4,308	29.0	12.6	9.1	2.3	1.3	2.5	1.2	2
East North Central	33	11,663	26.9	14	6,733	27.3	10.4	11.2	1.8	1.0	2.2	.7	4
West North Central	15	6,341	30.0	8	5,217	30.6	11.0	13.8	1.1	1.5	2.5	.7	2
Other divisions	57	11,712	25.3	11	2,976	26.0	8.7	10.5	.9	1.2	3.2	1.5	6
TOTAL, 14 CITIES	75	27,216	25.0	23	13,570	26.9	10.5	11.4	1.5	.9	1.7	.9	6
Boston	7	2,317	23.9	----	----	----	----	----	----	----	----	----	----
New York City	24	6,678	22.3	9	1,985	23.5	10.9	7.7	1.1	.2	2.3	1.3	2
Other cities	44	18,223	26.2	14	11,585	27.4	10.4	12.0	1.5	1.1	1.6	.8	4
PROFESSIONAL EQUIPMENT AND SUPPLIES (All other)													
UNITED STATES TOTAL	38	10,549	24.1	18	4,465	24.5	8.3	6.6	2.6	1.9	4.1	1.0	8
Middle Atlantic	15	4,416	24.9	8	1,653	23.1	8.3	4.8	2.9	1.4	4.7	1.0	6
Other divisions	21	6,133	23.6	10	2,812	25.4	8.3	7.6	2.5	2.2	3.8	1.0	2
TOTAL, 14 CITIES	22	8,194	24.3	12	3,359	25.9	8.5	7.5	2.9	1.8	4.4	.8	5
SERVICE EQUIPMENT AND SUPPLIES (Barber and beauty supply houses)													
UNITED STATES TOTAL	104	21,447	35.4	59	11,342	34.1	10.2	11.2	3.8	2.1	3.8	3.0	49
New England	7	1,336	30.2	6	(x)	30.1	10.3	10.0	2.5	2.5	2.8	2.0	4
Middle Atlantic	35	8,002	36.9	18	3,185	34.1	11.9	11.2	3.7	1.7	4.2	1.4	23
East North Central	20	3,510	31.5	14	2,654	30.7	8.3	10.4	3.8	2.1	3.6	2.5	15
Pacific	12	2,975	36.8	8	1,437	34.7	10.2	11.5	3.2	3.0	4.4	2.4	3
Other divisions	30	5,624	36.3	13	(x)	38.6	10.1	12.3	4.5	1.9	3.8	6.0	4
TOTAL, 14 CITIES	56	13,218	34.6	32	6,504	31.6	9.9	10.4	3.5	2.4	3.5	1.9	35
Chicago	7	1,351	29.5	6	(x)	29.6	7.7	11.3	3.8	1.7	2.8	2.5	7
New York City	18	4,986	38.8	5	721	32.3	10.5	11.8	2.4	2.5	3.4	1.7	1
Other cities	31	6,881	32.5	21	(x)	32.0	10.4	9.9	3.6	2.5	3.8	1.8	27
SERVICE EQUIPMENT AND SUPPLIES (Laundry and dry cleaning)													
UNITED STATES TOTAL	89	29,566	19.9	53	19,874	18.5	5.8	6.3	2.3	1.2	1.4	1.5	8
New England	6	1,661	28.7	5	(x)	25.9	6.4	8.5	2.9	2.2	2.0	3.9	—
Middle Atlantic	18	8,442	19.8	12	5,575	18.1	5.7	8.1	3.0	1.0	1.0	1.3	4
East North Central	18	5,640	20.2	7	2,659	18.4	6.7	6.0	2.3	1.1	1.3	1.0	1
South Atlantic	14	4,111	17.7	8	2,258	17.7	5.9	6.8	1.5	.8	1.3	1.4	2
West South Central	8	1,737	21.2	5	1,344	19.4	6.2	5.9	2.8	1.3	1.7	1.5	1
Pacific	10	5,033	16.7	9	(x)	16.4	4.9	5.6	1.5	1.5	1.8	1.1	—
Other divisions	15	2,942	22.2	7	1,723	20.1	6.0	7.7	2.0	1.0	1.5	1.9	—
TOTAL, 14 CITIES	44	17,434	20.0	27	11,579	18.4	6.0	6.1	2.6	1.2	1.3	1.2	4
New York City	11	6,028	18.8	7	3,556	17.4	5.2	6.1	3.2	.7	1.1	1.1	2
Other cities	33	11,406	20.7	20	8,023	18.8	6.3	6.1	2.3	1.4	1.4	1.3	2
SERVICE EQUIPMENT AND SUPPLIES (Tailors' supplies)													
UNITED STATES TOTAL	8	1,491	20.7	6	(x)	21.1	7.6	8.0	1.6	.6	2.1	1.2	3
TOTAL, 14 CITIES	5	707	18.4	3	(x)	18.2	5.0	6.5	2.4	.5	2.6	1.2	1
SERVICE EQUIPMENT AND SUPPLIES (Undertakers' supplies)													
UNITED STATES TOTAL	13	1,920	29.7	7	1,135	31.0	8.2	9.3	2.8	3.1	4.6	3.0	—
TOTAL, 14 CITIES	6	983	27.7	4	(x)	28.6	7.0	8.5	3.1	2.0	3.7	4.3	—
SERVICE EQUIPMENT AND SUPPLIES (Upholsterers' supplies)													
UNITED STATES TOTAL	88	22,104	23.5	61	14,814	24.2	9.3	7.2	1.7	1.6	3.1	1.3	18
Middle Atlantic	45	11,286	23.3	31	7,638	24.3	8.9	7.2	1.9	1.2	3.8	1.3	14
East North Central	22	5,442	25.7	14	3,496	28.0	12.4	8.5	1.2	2.3	2.1	1.5	2
Pacific	5	1,100	20.2	5	1,100	20.2	7.5	4.5	2.4	2.0	2.8	1.0	1
Other divisions	18	4,276	21.9	11	2,580	20.3	7.2	6.1	1.6	1.4	2.7	1.3	1
TOTAL, 14 CITIES	71	17,505	23.4	52	12,943	24.3	9.5	7.3	1.6	1.5	3.1	1.3	18
Chicago	9	2,332	18.3	5	1,472	18.3	7.4	5.1	.8	2.0	1.8	1.2	2
New York City	35	9,636	23.5	26	6,844	25.0	9.1	7.5	1.9	1.2	4.1	1.2	12
Other cities	27	5,537	25.3	21	4,627	25.2	10.7	7.7	1.5	1.9	2.1	1.3	4

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	MACHINERY—EQUIPMENT—SUPPLIES—Con.												
SERVICE EQUIPMENT AND SUPPLIES (All other)													
UNITED STATES TOTAL	69	$19,506	21.7	47	$10,544	22.2	6.0	7.6	1.6	1.1	2.6	1.3	23
Middle Atlantic	34	9,353	19.6	17	4,958	19.4	6.9	6.6	1.4	.7	2.5	1.3	11
East North Central	22	3,904	29.0	10	1,876	31.6	13.1	10.9	2.0	1.4	2.5	1.7	3
West North Central	6	1,292	20.7	5	(x)	20.3	7.5	6.4	1.6	1.0	1.7	.1	2
Pacific	6	1,589	20.6	6	(x)	22.0	6.0	7.3	1.5	1.9	3.7	1.8	3
Other divisions	19	3,368	20.0	9	1,423	21.2	6.9	6.3	1.6	1.6	3.3	1.1	4
TOTAL, 14 CITIES	61	14,549	21.1	34	8,394	21.4	7.6	7.6	1.6	.8	2.4	1.2	15
New York City	25	7,680	16.8	12	4,086	17.6	6.0	5.6	1.3	.5	2.5	1.5	7
St. Louis	6	1,292	20.7	5	(x)	20.3	7.5	6.4	1.6	1.0	1.7	.1	2
Other cities	30	5,577	24.5	17	(x)	26.6	9.6	10.2	2.0	1.2	2.5	1.3	6
TRANSPORTATION EQUIPMENT AND SUPPLIES (Aircraft and aeronautical)													
UNITED STATES TOTAL	5	2,066	26.7	2	(x)	21.0	7.7	4.0	.4	3.7	2.7	2.5	----
TRANSPORTATION EQUIPMENT AND SUPPLIES (Railroad)													
UNITED STATES TOTAL	34	22,730	24.4	16	14,907	25.6	11.0	6.6	1.5	.9	1.0	4.6	2
TRANSPORTATION EQUIPMENT AND SUPPLIES (Marine)													
UNITED STATES TOTAL	69	17,763	20.3	41	11,362	20.3	7.7	5.1	1.6	2.2	2.5	1.2	17
Middle Atlantic	19	4,006	22.3	11	2,676	21.3	9.0	4.3	2.5	1.9	2.6	1.0	4
West South Central	10	2,155	18.0	8	(x)	17.1	6.2	3.9	2.3	1.3	2.7	.7	4
Pacific	24	7,640	21.1	16	5,559	21.1	7.5	5.9	1.1	2.6	2.5	1.5	4
Other divisions	16	3,962	16.1	6	(x)	19.0	7.3	5.0	1.3	2.2	2.0	1.2	5
TOTAL, 14 CITIES	35	6,696	20.9	21	5,634	20.9	8.4	4.6	2.0	2.2	2.5	1.0	9
New York City	15	3,412	22.4	9	2,540	22.0	9.4	4.4	2.5	2.1	2.4	1.2	4
Other cities	20	5,266	20.0	12	3,094	19.9	7.5	5.0	1.6	2.3	2.7	.6	5
TRANSPORTATION EQUIPMENT AND SUPPLIES (Other)													
UNITED STATES TOTAL	1	(x)	(x)	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)
	METALS AND METAL WORK (EXCEPT SCRAP)												
BUILDING METAL WORK													
UNITED STATES TOTAL	37	9,640	18.6	22	6,421	19.2	6.2	3.4	2.6	3.0	2.8	1.2	14
Middle Atlantic	13	4,096	17.6	6	2,753	18.3	6.2	3.7	3.2	2.1	1.6	1.5	5
Other divisions	24	5,742	19.2	14	3,668	19.9	6.2	3.1	2.1	3.7	3.7	1.1	9
TOTAL, 14 CITIES	13	3,976	17.3	7	2,694	16.3	6.0	3.7	3.1	2.3	1.6	1.6	6
IRON AND STEEL PRODUCTS (General line)													
UNITED STATES TOTAL	76	74,974	19.4	63	66,677	19.3	5.6	4.6	1.7	3.9	2.2	.9	18
Middle Atlantic	16	16,599	19.2	13	14,537	16.5	5.9	4.9	1.6	3.1	2.2	.6	10
East North Central	24	33,301	19.5	19	31,210	19.6	5.6	5.2	1.6	4.4	2.3	.5	4
South Atlantic	5	1,568	16.3	5	1,568	16.3	5.3	2.9	1.1	1.6	3.7	1.7	2
Pacific	16	6,392	21.1	13	6,081	21.7	7.9	4.7	1.9	3.6	1.6	1.6	2
Other divisions	17	15,114	16.9	13	13,261	16.2	4.6	4.1	1.6	3.9	2.3	1.5	----
TOTAL, 14 CITIES	35	46,996	19.2	30	44,153	19.4	5.7	5.3	1.5	4.0	2.3	.6	13
Chicago	6	16,032	20.4	5	(x)	20.4	4.7	6.7	1.6	4.9	2.1	.4	4
Cleveland	5	6,476	19.9	5	6,476	19.9	7.6	3.7	1.7	3.9	2.3	.7	----
Other cities	24	24,488	18.1	20	(x)	16.5	5.7	4.6	1.4	3.5	2.4	.7	9
IRON AND STEEL PRODUCTS (Semi-finished)													
UNITED STATES TOTAL	22	10,213	20.8	14	6,577	24.3	7.6	5.4	3.0	3.9	3.2	1.0	1
East North Central	6	3,252	29.3	6	(x)	26.6	6.6	6.7	4.9	5.1	4.0	1.3	1
Other divisions	14	6,961	16.8	8	(x)	20.7	6.7	4.3	1.5	2.9	2.5	.6	----
TOTAL, 14 CITIES	13	6,723	20.0	6	3,742	25.5	7.5	5.4	3.7	5.2	3.0	.7	1
IRON AND STEEL PRODUCTS (Flat)													
UNITED STATES TOTAL	127	61,137	20.0	94	40,483	19.9	6.6	3.6	2.5	3.6	2.2	1.0	24
Middle Atlantic	43	19,341	20.7	35	17,013	20.3	6.9	3.7	3.3	3.1	2.0	1.3	6
East North Central	47	26,169	21.3	34	15,548	20.4	6.6	4.1	1.7	4.9	2.1	.6	13
South Atlantic	10	3,946	14.3	7	2,276	16.3	6.5	2.2	1.4	2.9	2.9	.4	1
Pacific	13	4,329	14.9	9	2,376	16.7	5.9	3.6	2.7	2.4	2.5	1.6	4
Other divisions	14	5,352	16.9	9	3,266	17.6	7.1	3.6	2.2	1.6	2.6	.5	----

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

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TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	METALS AND METAL WORK (EXCEPT SCRAP)—Con.												
IRON AND STEEL PRODUCTS (Flat)—Con.													
TOTAL, 14 CITIES	77	$43,063	19.8	57	$27,616	19.6	6.5	3.9	2.8	3.5	2.0	.9	15
Baltimore	5	1,697	18.4	5	1,697	18.4	8.0	2.6	1.8	2.3	3.2	.5	1
Chicago	12	11,855	22.9	10	(x)	21.9	6.3	4.6	1.5	6.5	2.3	.7	7
Los Angeles	7	1,570	14.1	5	(x)	15.5	4.0	3.7	2.2	2.4	2.2	1.0	2
New York City	26	10,495	21.4	21	9,396	20.8	7.1	3.7	4.3	2.4	1.9	1.2	1
Other cities	27	17,446	17.4	16	10,211	18.2	6.3	3.9	2.3	3.4	1.6	.7	4
WIRE AND WIRE PRODUCTS													
UNITED STATES TOTAL	22	4,385	23.5	12	2,541	23.1	8.2	7.2	1.9	1.9	2.8	1.3	3
IRON AND STEEL FINISHED PRODUCTS (N. E. C.)													
UNITED STATES TOTAL	133	47,483	20.6	88	32,453	20.0	7.2	4.5	1.9	3.4	2.3	.7	30
New England	15	4,842	21.2	11	3,597	19.8	5.6	4.0	1.8	3.7	3.8	.9	9
Middle Atlantic	47	17,215	21.5	35	13,826	20.8	7.7	4.9	2.3	3.2	2.0	.5	11
East North Central	30	12,931	20.4	18	6,729	19.9	7.1	5.3	1.2	3.3	2.5	.5	1
West North Central	10	3,509	17.3	6	2,661	18.3	6.3	2.6	.9	5.1	2.0	1.4	2
Pacific	19	4,982	22.7	12	3,608	22.1	7.3	4.9	2.7	3.5	2.8	.9	4
Other divisions	12	4,004	16.8	6	2,032	15.5	7.4	2.1	1.4	2.0	1.3	1.3	3
TOTAL, 14 CITIES	82	29,514	20.7	56	21,013	20.4	7.4	5.2	2.1	3.1	2.1	.5	16
Chicago	9	4,767	18.6	6	2,254	20.3	6.8	5.6	1.2	3.6	2.5	.6	1
New York City	24	10,592	20.1	21	9,479	19.8	8.0	4.6	2.2	2.6	1.9	.5	9
Other cities	49	14,155	21.9	29	9,280	21.1	7.0	5.7	2.2	3.5	2.2	.5	6
COPPER													
UNITED STATES TOTAL	23	48,709	3.9	15	8,039	14.8	5.6	3.6	1.0	1.6	2.2	.8	2
Middle Atlantic	13	45,819	2.9	8	5,731	13.1	5.0	3.1	.9	1.3	2.3	.5	2
Other divisions	10	2,890	20.3	7	2,308	19.0	7.0	5.1	1.2	2.3	1.9	1.5	—
ALL OTHER													
UNITED STATES TOTAL	66	154,600	5.3	43	42,778	13.5	4.0	3.7	.9	3.0	1.1	.8	14
TOTAL, 14 CITIES	47	142,641	4.7	30	32,275	13.7	4.1	3.6	.8	3.5	1.1	.8	13
	PAPER AND ITS PRODUCTS												
WRAPPING OR COARSE PAPER AND PRODUCTS													
UNITED STATES TOTAL	706	258,039	17.2	525	200,286	17.1	5.6	5.6	1.6	1.5	1.8	1.0	248
New England	70	20,158	19.7	49	12,603	20.6	5.9	6.2	1.9	1.4	4.0	1.2	17
Middle Atlantic	247	95,101	16.2	178	71,564	16.1	5.3	4.8	2.1	1.2	1.6	1.1	95
East North Central	139	54,784	16.6	101	43,935	16.4	5.2	5.9	1.5	1.5	1.6	.7	50
West North Central	61	23,526	18.3	54	21,583	17.8	6.1	6.2	1.1	2.2	1.5	.7	19
South Atlantic	70	19,407	17.1	48	13,108	16.5	5.4	5.4	1.6	1.3	1.5	1.3	13
East South Central	27	9,251	18.5	20	7,405	19.1	5.9	7.3	.8	1.8	1.9	1.4	14
West South Central	29	8,631	20.7	23	7,220	20.8	7.6	6.5	1.2	2.1	2.3	1.1	9
Mountain	14	3,533	16.9	10	2,735	16.7	5.4	5.6	1.1	1.5	1.9	1.2	6
Pacific	49	21,648	17.6	42	20,133	17.5	6.1	5.7	1.4	1.8	1.6	.9	25
TOTAL, 14 CITIES	298	133,423	15.8	210	102,812	15.7	5.1	5.0	1.8	1.4	1.5	.9	102
Baltimore	11	2,482	17.8	7	1,966	18.5	6.5	6.8	1.2	1.2	2.1	.7	3
Boston	14	4,222	19.8	10	2,907	18.9	8.4	6.4	1.8	1.4	2.1	.8	—
Chicago	45	17,437	15.6	30	11,862	15.7	4.7	6.1	1.5	1.1	1.9	.4	19
Detroit	11	9,604	13.0	10	(x)	12.2	3.9	3.8	1.3	1.2	1.3	.7	8
Los Angeles	10	8,089	17.1	9	(x)	17.0	5.9	5.3	1.5	1.6	1.5	1.2	2
New York City	141	63,840	15.3	94	46,274	15.1	4.9	4.6	2.1	1.0	1.5	1.0	46
Philadelphia	21	8,330	17.2	16	6,423	17.5	5.6	5.9	2.3	1.5	1.3	.9	7
Pittsburgh	8	3,876	15.1	7	(x)	13.7	4.5	4.1	1.2	1.7	1.4	.8	5
St. Louis	8	3,241	19.2	7	(x)	19.0	5.3	4.6	1.5	5.2	1.5	.9	5
Other cities	29	12,302	17.1	20	10,475	17.1	5.9	5.9	1.3	1.9	1.4	.7	7
PRINTING AND WRITING PAPERS													
UNITED STATES TOTAL	292	177,850	15.6	221	147,713	16.2	5.0	5.9	1.3	1.6	1.8	.6	26
New England	17	8,948	19.2	16	(x)	19.6	6.5	7.3	1.2	1.3	2.5	.8	—
Middle Atlantic	111	63,830	16.6	78	51,957	17.0	5.8	5.6	1.5	1.7	1.8	.8	15
East North Central	66	63,274	13.7	53	53,969	14.8	4.3	6.0	1.0	1.5	1.5	.5	1
West North Central	28	12,308	18.5	25	11,828	16.2	5.2	5.8	1.1	1.6	2.2	.3	—
South Atlantic	30	14,185	14.1	19	9,176	14.5	4.3	5.3	1.1	1.2	2.0	.6	1
Pacific	15	5,381	18.8	12	5,001	18.8	5.9	6.4	1.6	2.3	2.2	.4	6
Other divisions	25	9,924	16.4	18	(x)	17.9	5.1	6.5	1.3	1.7	2.0	1.3	3

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

By Kinds of Business and Areas—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
PAPER AND ITS PRODUCTS—Con.													
PRINTING AND WRITING PAPERS—Con.													
TOTAL, 14 CITIES	182	$128,308	15.2	134	$107,384	15.9	5.0	5.7	1.3	1.5	1.8	.6	22
Baltimore	9	4,501	13.2	5	2,950	12.8	3.2	4.9	.7	1.1	2.7	.2	—
Chicago	28	37,935	12.8	22	33,583	13.8	4.1	5.4	1.0	1.4	1.4	.5	1
Cleveland	6	4,633	17.2	8	4,633	17.2	5.1	7.2	1.5	1.4	1.8	.2	—
New York City	74	40,664	18.1	48	30,222	16.9	6.0	5.0	1.7	1.3	2.0	.9	15
St. Louis	7	4,269	15.3	7	4,269	15.3	4.8	5.6	1.0	1.8	2.0	.1	—
San Francisco	5	2,706	18.0	5	2,706	18.0	5.7	6.0	1.5	2.1	2.2	.5	—
Other cities	53	33,600	15.1	41	29,021	15.8	4.7	8.0	1.3	1.8	1.7	.3	6
STATIONERY AND STATIONERY SUPPLIES													
UNITED STATES TOTAL	105	32,755	23.9	53	15,781	20.4	7.2	5.8	2.4	1.8	2.4	.8	29
New England	6	2,595	27.4	5	(x)	29.0	10.4	5.8	6.8	3.9	1.6	.5	5
Middle Atlantic	64	19,095	22.4	31	8,699	18.6	6.5	5.5	2.0	1.0	2.7	.9	18
East North Central	17	5,010	21.1	9	3,322	18.4	6.7	6.2	.9	2.3	1.5	.8	4
Other divisions	18	6,055	29.5	8	(x)	22.6	7.4	7.0	2.1	1.9	3.3	.9	2
TOTAL, 14 CITIES	79	26,776	24.4	37	11,804	19.0	6.7	5.6	2.1	1.4	2.3	.9	19
Chicago	9	3,132	19.8	5	2,446	18.2	7.2	5.7	.8	2.3	1.3	.9	2
New York City	53	17,746	22.6	24	7,814	18.1	6.4	5.4	2.0	.9	2.4	1.0	13
Other cities	17	5,898	32.5	8	1,544	25.3	7.5	6.8	5.0	2.4	3.0	.6	4
WALLPAPER													
UNITED STATES TOTAL	49	11,014	32.7	33	7,886	35.4	11.6	9.5	3.3	3.5	5.0	2.5	10
East North Central	16	4,277	31.8	13	3,856	31.6	10.0	8.6	3.3	3.5	4.5	1.7	3
South Atlantic	7	1,278	32.6	6	(x)	32.7	9.3	10.7	2.8	2.3	5.6	2.0	3
Other divisions	26	5,459	33.4	14	(x)	41.5	14.7	10.3	3.5	3.9	5.4	3.7	4
TOTAL, 14 CITIES	35	7,894	34.8	25	6,500	35.7	11.6	9.2	3.5	3.6	5.3	2.5	8
Cleveland	5	1,273	33.5	5	1,273	33.5	9.5	11.2	2.9	2.7	4.7	2.5	—
Other cities	30	6,621	35.1	20	5,227	36.2	12.1	8.8	3.6	3.8	5.4	2.5	8
PETROLEUM AND ITS PRODUCTS													
PETROLEUM AND ITS PRODUCTS													
UNITED STATES TOTAL	245	137,949	12.4	92	52,691	13.2	3.7	3.5	2.5	.9	1.5	1.1	38
Middle Atlantic	76	50,423	12.9	31	15,517	18.7	5.1	5.0	4.5	.9	2.2	1.0	11
East North Central	52	29,826	10.8	21	11,334	10.1	2.9	3.5	1.4	.9	.9	.5	7
West North Central	32	26,350	11.7	18	16,779	10.4	3.3	2.8	.8	1.0	.8	1.7	5
West South Central	21	9,580	9.8	8	1,658	16.9	3.4	2.7	4.2	1.0	3.8	1.8	8
Pacific	21	9,134	13.7	5	4,323	8.6	2.0	1.7	3.3	.3	.8	.5	2
Other divisions	43	12,636	16.3	11	3,080	15.8	4.3	3.8	3.4	.8	2.8	.9	7
TOTAL, 14 CITIES	87	58,248	12.0	28	17,746	13.7	4.2	4.3	3.2	.5	.9	.6	5
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES													
PLUMBING AND HEATING (General line)													
UNITED STATES TOTAL	480	173,231	17.2	361	130,019	17.5	8.1	4.2	1.5	1.7	2.2	1.8	72
New England	81	20,891	19.2	52	11,592	19.8	7.2	4.0	2.1	1.7	2.7	2.1	14
Middle Atlantic	164	50,816	17.2	126	37,800	17.8	6.1	3.7	2.0	1.8	2.4	1.8	31
East North Central	70	24,393	18.7	56	19,642	19.2	6.9	5.2	1.4	1.8	2.4	1.5	13
West North Central	39	20,483	18.2	31	18,496	18.3	5.7	5.8	.9	2.2	2.3	1.4	2
South Atlantic	73	37,207	14.8	55	29,074	14.4	5.0	3.1	1.1	1.3	1.7	2.2	4
West South Central	13	4,649	16.2	12	(x)	18.4	8.3	4.0	1.0	1.7	1.4	2.0	2
Pacific	23	9,595	18.1	20	7,974	18.7	6.6	5.3	.8	1.8	2.6	1.6	4
Other divisions	17	5,197	15.2	9	(x)	16.2	5.2	5.0	1.0	1.8	2.0	1.4	2
TOTAL, 14 CITIES	108	45,500	16.4	78	31,643	17.4	6.3	3.6	1.6	1.7	2.4	1.8	21
Baltimore	12	4,170	16.4	8	2,929	18.9	8.0	3.7	1.8	1.5	2.3	1.6	2
Boston	11	2,495	18.4	6	1,324	23.1	9.0	5.6	1.7	1.6	2.8	2.4	2
Chicago	12	4,134	20.4	11	(x)	21.1	7.8	4.2	2.7	1.8	2.9	1.7	4
New York City	27	11,033	14.9	21	6,544	18.5	6.4	3.0	2.1	1.3	2.2	1.5	5
Philadelphia	19	6,438	16.0	10	3,913	17.4	6.1	3.7	1.4	1.8	2.6	1.8	4
Washington, D. C.	5	8,187	13.0	3	(x)	12.8	4.3	2.3	.8	1.3	1.3	2.8	—
Other cities	22	9,043	19.2	17	8,732	20.6	7.2	4.9	1.7	2.4	3.2	1.2	4
HEATING (Including stoves and ranges)													
UNITED STATES TOTAL	98	25,798	23.2	64	18,669	24.5	8.2	8.8	2.1	2.4	3.7	1.3	17
Middle Atlantic	29	9,892	20.1	18	5,210	23.4	8.8	7.1	2.4	1.5	2.9	.7	4
West North Central	15	2,982	28.8	12	2,824	27.1	11.0	8.0	1.3	2.8	3.5	.7	—
Pacific	7	1,408	21.2	8	(x)	21.7	7.4	4.0	2.7	2.7	2.5	2.4	3
Other divisions	47	11,518	25.1	28	(x)	24.9	7.0	6.6	2.1	2.9	4.5	1.8	10

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES—Con.													
HEATING (Including stoves and rangee)—Con.													
TOTAL, 14 CITIES	59	$16,929	23.4	39	$10,333	26.5	9.1	6.6	2.6	2.8	4.3	1.1	8
New York City	10	6,229	17.6	7	3,028	21.6	8.8	8.6	2.1	1.2	2.3	.8	1
Pittsburgh	7	1,391	24.9	8	(x)	24.8	7.3	7.8	2.8	2.4	4.0	.5	3
Other cities	42	9,309	27.0	28	(x)	29.3	9.7	6.4	2.8	3.7	5.3	1.4	4
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES													
UNITED STATES TOTAL	400	107,684	17.3	284	79,324	18.5	5.7	3.7	1.6	1.9	2.4	1.2	102
New England	35	10,458	19.4	26	8,131	18.8	6.0	4.2	1.9	2.1	3.2	1.4	3
Middle Atlantic	128	35,831	18.0	84	26,575	14.7	5.4	2.5	1.7	1.9	2.0	1.2	23
East North Central	81	21,333	18.8	64	15,775	18.5	8.4	4.8	1.7	2.1	2.4	1.1	17
West North Central	18	4,344	18.5	9	2,036	18.8	7.1	4.9	1.6	1.9	2.6	.7	1
South Atlantic	30	7,460	19.5	18	5,036	17.2	5.4	3.0	1.3	1.8	3.7	2.0	5
West South Central	39	8,957	17.0	37	(x)	17.2	5.7	4.6	1.4	1.4	2.2	1.9	24
Pacific	56	15,927	15.7	38	10,929	15.4	5.1	4.2	1.0	2.2	2.1	.8	27
Other divisions	13	3,354	18.6	8	(x)	15.7	5.7	3.4	1.8	2.0	2.1	.9	2
TOTAL, 14 CITIES	168	49,558	17.6	114	36,390	16.7	6.0	3.4	1.6	2.3	2.3	1.1	30
Boston	10	3,525	22.9	5	1,768	23.4	10.4	3.3	1.8	2.4	2.8	2.7	---
Chicago	15	4,479	15.5	13	(x)	15.4	5.8	3.4	1.7	1.9	1.8	.8	2
Cleveland	9	1,453	18.8	8	946	18.4	6.1	3.8	1.7	2.0	3.5	1.3	2
Detroit	11	3,435	20.2	10	(x)	21.1	7.5	5.0	2.4	2.3	3.1	.8	3
Los Angeles	11	3,558	14.9	6	1,370	12.9	2.7	4.8	2.0	1.4	1.6	.6	7
Milwaukee	7	2,079	20.2	7	2,079	20.2	8.9	5.4	1.5	2.9	2.2	1.3	---
New York City	70	20,327	18.7	47	15,725	15.1	5.7	2.1	1.7	2.2	2.2	1.2	8
Other cities	35	10,702	17.9	20	7,340	16.9	5.5	4.4	1.1	2.8	2.3	.8	8
ALL OTHER													
UNITED STATES TOTAL	68	18,122	23.8	47	11,791	22.0	8.0	6.6	1.7	1.5	2.2	2.0	13
East North Central	19	4,874	25.9	12	2,598	19.7	7.4	5.3	1.5	2.4	1.3	1.8	8
Pacific	12	2,616	23.6	12	2,616	23.6	8.0	7.3	1.6	1.9	2.8	2.2	4
Other divisions	37	10,632	22.8	23	6,579	22.3	8.3	6.9	1.8	1.0	2.4	1.9	3
TOTAL, 14 CITIES	34	10,721	25.2	21	8,663	22.7	8.7	7.2	1.3	1.2	1.9	2.4	5
TOBACCO AND PRODUCTS (EXCEPT LEAF)													
TOBACCO AND PRODUCTS (Except leaf)													
UNITED STATES TOTAL	1,730	1,033,912	4.9	1,090	723,441	4.9	1.3	1.6	.7	.4	.6	.3	837
New England	158	93,554	5.0	92	54,720	4.9	1.4	1.4	.6	.4	.8	.3	48
Middle Atlantic	458	317,602	4.4	275	229,004	4.5	1.2	1.5	.6	.4	.5	.3	214
East North Central	400	240,389	4.8	253	157,139	5.1	1.4	1.7	.7	.4	.6	.3	203
West North Central	168	83,478	4.8	111	63,307	5.1	1.3	1.6	.7	.3	.6	.6	105
South Atlantic	188	100,528	8.4	109	78,342	6.0	1.4	2.0	.7	.5	.8	.6	80
East South Central	59	30,905	5.1	36	22,304	5.1	1.4	1.6	.7	.4	.7	.3	23
West South Central	120	60,511	4.4	80	44,068	4.0	1.1	1.3	.6	.3	.5	.2	47
Mountain	61	23,751	6.3	37	14,936	8.4	1.6	2.0	.9	.4	.9	.6	24
Pacific	140	83,194	4.8	97	81,621	5.0	1.2	1.6	.7	.4	.7	.4	93
TOTAL, 14 CITIES	391	367,031	4.3	238	257,378	4.5	1.2	1.6	.5	.4	.5	.3	209
Baltimore	20	16,083	5.1	16	15,159	5.2	.9	2.3	.6	.5	.5	.4	23
Boston	23	20,900	4.3	16	11,450	4.1	1.1	1.5	.3	.1	.9	.2	9
Buffalo	18	10,543	4.3	12	9,454	4.1	1.4	1.1	.4	.1	.7	.4	7
Chicago	53	56,005	4.0	30	35,311	4.1	1.2	1.3	.6	.5	.4	.1	19
Cleveland	16	14,396	3.8	10	9,286	4.1	1.3	1.4	.4	.4	.4	.2	10
Detroit	24	20,818	3.5	8	3,548	4.1	1.0	1.7	.3	.3	.7	.1	7
Los Angeles	22	23,580	3.3	13	18,277	3.7	.8	1.3	.5	.4	.4	.3	11
Milwaukee	12	10,489	4.9	8	8,740	4.9	1.5	2.1	.5	.2	.3	.3	1
New York City	115	111,889	4.1	67	88,120	4.4	1.2	1.7	.6	.4	.3	.2	51
Philadelphia	37	32,307	4.1	23	23,469	4.3	1.2	1.5	.4	.4	.6	.2	31
Pittsburgh	12	13,952	5.7	7	6,599	6.8	1.9	2.1	.8	.6	.7	.7	5
St. Louis	16	15,791	5.6	10	12,613	5.8	1.3	1.9	.7	.4	.6	.9	6
San Francisco	13	9,194	5.6	11	(x)	5.6	1.8	1.1	.7	.3	.6	1.1	22
Washington, D. C.	12	11,284	4.6	7	(x)	5.0	1.2	1.6	.7	.4	.6	.5	7
WASTE-MATERIALS													
IRON AND STEEL SCRAP													
UNITED STATES TOTAL	455	262,948	12.2	188	123,628	13.7	4.1	1.1	3.9	1.6	2.1	.9	145
New England	24	7,503	17.0	9	2,623	18.9	7.7	1.3	3.1	1.6	4.4	.8	4
Middle Atlantic	121	75,635	14.3	47	50,365	13.4	3.9	1.1	5.4	.5	1.7	.8	34
East North Central	161	113,726	10.2	76	45,485	13.0	4.1	1.1	3.0	1.8	2.3	.7	48
West North Central	37	15,880	11.7	12	4,498	12.7	3.0	1.2	2.2	2.8	1.7	1.8	19
South Atlantic	34	13,604	15.3	15	6,238	18.2	3.6	2.1	3.5	3.4	2.3	3.3	14
West South Central	24	6,750	17.3	13	3,857	17.1	5.1	1.0	2.8	3.9	2.9	1.4	9
Pacific	29	19,177	10.6	12	9,539	13.5	4.1	1.2	1.9	3.6	2.1	.6	13
Other divisions	25	10,673	12.0	4	1,023	9.2	2.9	.5	3.0	1.1	1.3	.4	4

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
WASTE MATERIALS—Con.													
IRON AND STEEL SCRAP—Con.													
TOTAL, 14 CITIES	160	$125,958	11.4	75	$69,373	13.7	4.3	1.2	4.5	1.3	1.7	.7	45
Chicago	32	31,128	9.0	17	7,577	18.6	6.5	2.0	4.3	1.9	3.0	.9	5
Cleveland	19	18,033	7.5	11	11,709	8.3	3.5	.4	1.6	1.5	1.0	.3	4
Detroit	18	7,763	13.2	7	4,693	13.7	4.2	2.2	2.8	1.8	2.2	.5	6
Milwaukee	10	2,339	17.2	6	1,859	17.2	4.9	.3	4.3	3.9	3.5	.3	4
New York City	23	7,850	17.1	11	4,038	16.6	4.3	1.3	5.4	1.7	3.3	.8	2
Philadelphia	13	33,003	13.1	6	30,277	12.7	3.8	1.1	6.3	---	.9	.6	9
Other cities	47	25,642	11.9	17	9,420	18.2	5.1	1.7	3.2	3.5	3.1	1.8	15
JUNK AND SCRAP (General line)													
UNITED STATES TOTAL	200	58,532	17.3	86	29,674	18.5	4.6	1.4	3.9	3.9	3.1	1.4	63
New England	19	3,399	17.3	9	1,615	15.6	3.2	1.2	2.9	3.6	2.7	1.8	8
Middle Atlantic	33	7,765	15.9	11	3,198	17.4	2.6	1.1	4.5	4.2	2.8	2.0	14
East North Central	75	19,366	20.0	37	10,347	20.9	5.8	.9	4.6	3.8	4.4	1.6	32
West North Central	16	9,220	13.5	10	7,629	14.6	4.7	1.4	4.1	2.8	1.1	.5	10
Pacific	20	9,452	19.7	8	4,036	22.4	4.5	2.7	3.2	6.4	3.9	1.7	5
Other divisions	35	9,330	14.4	11	3,049	17.9	4.7	1.8	2.4	3.9	3.4	1.7	16
TOTAL, 14 CITIES	23	11,018	19.0	12	6,014	18.4	3.9	1.6	2.5	5.8	3.8	.8	10
WASTE PAPER, RAGS, AND RUBBER													
UNITED STATES TOTAL	262	109,547	17.2	130	54,015	17.8	4.9	1.6	3.5	3.3	3.0	1.3	68
New England	36	16,476	15.9	16	9,827	19.5	5.7	2.0	4.0	2.6	2.7	2.3	8
Middle Atlantic	113	51,752	15.5	83	26,720	15.4	4.1	1.8	3.3	2.6	2.8	1.2	33
East North Central	52	23,821	19.6	23	7,541	23.3	8.9	1.6	3.9	5.3	4.3	1.3	11
West North Central	15	4,504	21.6	10	3,683	21.2	5.9	2.7	3.3	5.0	3.8	.7	6
Pacific	19	8,682	18.8	9	2,335	20.5	5.6	2.6	3.7	3.6	3.8	1.0	5
Other divisions	27	6,510	19.9	7	1,909	11.8	3.2	1.9	2.1	2.8	1.8	.2	5
TOTAL, 14 CITIES	168	74,851	17.1	92	40,705	18.2	4.7	1.8	3.2	3.0	2.8	.9	47
Boston	12	6,083	10.8	6	4,014	12.3	4.7	2.1	3.4	.7	.9	.5	3
Chicago	15	9,456	21.4	7	3,405	24.6	6.0	2.3	3.6	4.0	4.9	1.6	4
Cleveland	8	1,719	24.9	5	1,200	24.6	8.0	2.4	.7	8.3	5.7	1.5	---
New York City	73	34,651	13.9	43	22,117	12.9	3.7	1.6	3.2	2.1	1.6	.7	19
Philadelphia	15	5,978	23.0	7	2,521	16.9	4.4	1.6	3.7	3.8	2.3	.9	5
St. Louis	9	2,813	21.9	5	2,245	20.0	6.6	1.4	3.1	4.5	4.0	.4	---
Other cities	38	11,951	22.2	19	5,203	24.4	5.5	2.3	3.4	6.0	5.6	1.6	18
NON-FERROUS METALS													
UNITED STATES TOTAL	108	41,432	9.1	58	26,610	9.0	2.7	.7	1.4	2.3	1.4	.5	51
New England	8	3,075	12.6	8	(x)	11.9	3.9	1.2	1.1	3.0	2.6	.1	5
Middle Atlantic	35	13,223	8.8	18	7,175	10.2	2.9	.8	1.3	3.5	1.3	.8	15
East North Central	37	14,999	6.6	20	11,164	6.0	2.3	.6	1.8	1.5	1.1	.7	19
West South Central	7	2,626	9.8	8	(x)	8.1	2.3	.8	1.1	1.2	1.9	.6	5
Other divisions	21	7,509	6.7	8	3,273	7.7	3.1	.4	.7	2.6	.7	.2	9
TOTAL, 14 CITIES	81	25,866	8.6	33	16,894	8.3	2.4	.6	1.4	2.2	1.1	.6	28
Detroit	10	6,321	7.8	5	4,724	7.3	2.2	.7	1.4	.9	.9	1.2	4
New York City	21	8,901	6.6	13	4,896	9.5	3.0	.5	1.2	2.7	1.4	.7	6
Other cities	30	12,444	9.0	15	7,272	8.2	2.2	.5	1.5	2.7	1.0	.3	14
ALL OTHER													
UNITED STATES TOTAL	89	29,883	12.8	32	13,238	14.8	4.1	1.8	3.4	2.8	1.7	1.2	37
New England	20	6,059	15.2	8	3,370	15.7	4.8	2.8	3.4	2.1	1.6	1.2	2
Middle Atlantic	28	7,813	11.3	12	3,580	12.3	4.5	1.6	1.8	1.3	1.6	1.3	15
East North Central	12	3,862	18.8	8	2,880	19.7	4.6	.6	6.8	5.8	1.3	1.0	14
Other divisions	29	10,149	9.8	8	3,406	12.4	2.9	1.1	2.2	2.7	2.0	1.5	6
TOTAL, 14 CITIES	44	14,297	11.8	18	7,137	14.0	3.8	2.7	2.1	3.2	1.7	.5	17
New York City	10	2,251	10.7	5	950	15.3	5.7	1.9	2.4	2.7	1.8	.6	7
Other cities	34	12,048	12.0	13	6,187	13.8	3.5	2.6	2.1	3.3	1.7	.4	10
ALL OTHER PRODUCTS													
BOOKS, PERIODICALS, AND NEWSPAPERS													
UNITED STATES TOTAL	287	144,090	16.2	141	81,680	19.7	6.9	4.2	4.4	1.9	1.6	.7	61
New England	37	13,111	18.8	12	4,496	15.0	5.2	2.8	3.1	2.0	1.1	.8	4
Middle Atlantic	85	78,053	17.4	49	29,271	21.9	7.5	3.9	8.7	1.7	1.6	.5	18
East North Central	64	23,865	19.0	23	9,249	19.8	7.0	5.0	2.6	2.3	1.7	.8	16
West North Central	18	4,396	23.4	9	2,493	24.0	7.4	8.4	2.6	2.7	1.6	1.3	2
South Atlantic	28	8,909	17.2	17	4,211	13.2	4.2	2.5	2.2	2.7	1.0	.8	7
Pacific	35	13,552	19.9	18	8,043	16.0	5.8	8.0	2.0	1.9	1.8	.7	10
Other divisions	24	8,402	17.7	13	3,917	18.9	8.8	1.9	1.7	1.4	1.6	1.5	4
TOTAL, 14 CITIES	62	66,779	18.4	44	34,312	21.3	7.3	4.8	5.3	2.1	1.5	.5	15
New York City	30	54,975	16.5	17	16,785	24.1	8.3	5.8	6.6	1.5	1.7	.2	1
Other cities	52	33,804	21.4	27	17,527	18.6	6.3	3.3	4.1	2.7	1.4	.6	14

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS AND 14 CITIES

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	ALL OTHER PRODUCTS—Con.												
FLOWERS AND NURSERY STOCK													
UNITED STATES TOTAL	119	$28,282	19.8	84	$19,921	20.1	5.8	5.6	2.3	1.7	3.1	1.6	41
Middle Atlantic	33	8,090	20.8	24	5,916	21.0	5.4	5.9	2.3	2.0	2.8	2.6	9
East North Central	30	8,442	17.9	21	5,569	18.9	6.4	4.9	1.8	1.4	3.1	1.3	4
West North Central	13	2,487	23.8	8	1,591	20.1	5.9	5.2	2.1	1.8	4.2	.9	8
South Atlantic	10	2,057	21.3	8	(x)	20.7	6.4	4.8	3.6	.5	3.7	1.7	1
Pacific	16	3,522	19.5	13	2,994	20.0	4.9	6.2	3.0	2.3	2.4	1.2	17
Other divisions	17	3,684	18.9	10	(x)	20.8	5.8	6.8	2.1	1.4	4.0	.7	4
TOTAL, 14 CITIES	64	18,216	18.8	49	13,065	20.0	6.2	5.5	1.9	1.8	2.8	1.8	18
New York City	18	3,872	20.5	15	2,933	22.2	7.0	5.4	2.0	2.1	2.8	2.9	5
Other cities	46	14,344	18.4	34	10,132	19.4	6.0	5.6	1.9	1.7	2.8	1.4	13
FOREST PRODUCTS (Except lumber)													
UNITED STATES TOTAL	96	30,297	16.6	27	6,565	15.8	6.9	2.0	2.2	2.2	1.7	.8	9
Middle Atlantic	22	5,165	20.0	11	1,941	21.6	8.2	2.3	3.9	3.7	2.8	.7	4
Pacific	16	4,411	15.8	5	1,697	11.2	5.4	1.6	.6	1.3	1.3	1.0	2
Other divisions	58	20,721	15.9	11	2,927	14.6	6.9	2.0	2.0	1.7	1.1	.9	3
TOTAL, 14 CITIES	38	11,586	18.2	16	3,903	19.2	8.4	2.3	3.0	2.8	1.8	.9	8
New York City	13	2,768	23.0	7	1,248	22.2	8.2	2.2	4.1	4.1	2.9	.7	3
Other cities	25	8,818	16.6	9	2,655	17.8	8.5	2.5	2.5	2.1	1.3	.9	3
GENERAL MERCHANDISE													
UNITED STATES TOTAL	71	59,983	15.3	49	35,535	17.1	5.9	4.7	1.2	2.3	2.0	1.0	30
East North Central	15	14,910	20.8	10	11,003	20.8	7.4	5.3	1.5	3.1	2.8	.7	8
East South Central	6	5,871	16.0	6	5,871	16.0	5.9	5.4	.7	1.7	1.3	1.0	8
Mountain	6	5,798	12.6	5	(x)	12.9	3.4	2.7	.7	2.2	1.9	2.0	1
Other divisions	44	33,404	13.1	28	(x)	16.4	5.9	4.7	1.5	1.8	1.7	.8	15
TOTAL, 14 CITIES	21	29,575	14.6	11	11,725	21.1	6.6	5.5	1.5	4.0	2.7	.8	13
LEATHER AND SHOE FINDINGS													
UNITED STATES TOTAL	234	87,630	11.3	141	59,427	10.4	3.4	3.0	.9	.7	1.3	1.1	81
New England	58	37,530	8.0	37	29,958	6.7	2.5	1.6	.5	.5	.8	.8	15
Middle Atlantic	81	25,929	11.0	44	16,014	10.8	3.6	3.0	.9	.6	1.3	1.4	30
East North Central	37	12,931	13.4	18	5,500	15.6	3.5	6.2	2.2	1.0	1.5	1.2	17
West North Central	18	3,465	17.8	13	2,744	15.6	4.4	5.9	.9	.9	2.1	1.4	6
Other divisions	40	7,775	22.2	29	5,211	22.6	7.1	7.2	2.0	1.3	3.4	1.6	13
TOTAL, 14 CITIES	152	68,705	9.5	94	49,217	8.3	2.9	2.2	.6	.6	1.0	1.0	57
Boston	44	33,566	7.2	32	28,849	6.3	2.3	1.6	.3	.6	.7	.8	14
Chicago	19	8,651	9.1	8	2,948	7.5	1.9	2.3	.7	.7	1.0	.9	6
New York City	56	17,866	10.9	32	11,724	10.5	3.9	2.9	.8	.3	1.1	1.5	21
St. Louis	7	1,939	12.8	6	(x)	10.1	3.2	3.5	.8	.6	1.6	.4	1
Other cities	26	6,683	16.9	16	(x)	16.0	4.7	4.8	2.4	1.1	1.9	1.1	15
LEATHER GOODS													
UNITED STATES TOTAL	30	9,209	18.4	19	6,671	17.0	6.8	4.3	1.5	.8	2.1	1.5	3
Middle Atlantic	15	4,912	19.3	11	4,433	18.1	7.8	4.6	2.0	.5	2.1	1.1	2
Other divisions	15	4,297	17.3	8	2,238	14.9	5.0	3.7	.5	1.4	1.9	2.4	1
TOTAL, 14 CITIES	19	6,700	16.7	16	5,962	16.1	6.8	4.0	1.6	.5	1.8	1.4	3
New York City	11	4,330	18.2	10	(x)	18.0	7.7	4.8	2.1	.4	2.1	.9	2
Other cities	8	2,370	13.9	6	(x)	11.6	4.8	2.1	.4	.9	.9	2.5	1
OILS AND GREASES (Animal and vegetable)													
UNITED STATES TOTAL	32	40,236	8.2	19	22,221	8.4	2.4	2.7	.9	.9	.8	.7	9
Middle Atlantic	17	23,792	9.9	12	19,273	8.4	2.4	2.8	.8	.9	.7	.8	5
Other divisions	15	18,444	5.6	7	2,948	8.3	2.6	2.5	1.1	.9	1.0	.2	4
TOTAL, 14 CITIES	27	38,611	8.3	18	(x)	8.5	2.4	2.7	.9	1.0	.8	.7	9
OPTICAL GOODS													
UNITED STATES TOTAL	107	22,971	34.1	55	11,408	32.8	12.8	5.8	2.5	3.9	3.6	4.2	17
Middle Atlantic	30	7,313	30.9	12	2,755	32.4	13.1	4.1	2.4	3.3	2.4	7.1	8
East North Central	30	7,370	36.9	19	4,769	33.4	11.2	8.4	2.8	4.1	4.0	2.9	2
West North Central	17	2,820	41.1	10	1,775	37.3	19.0	3.8	2.4	4.5	4.0	3.8	4
South Atlantic	5	883	24.2	5	883	24.2	6.1	3.8	1.4	4.6	3.5	4.8	2
Other divisions	25	4,585	32.3	9	1,224	31.2	14.8	3.7	2.4	3.4	4.1	2.8	1
TOTAL, 14 CITIES	57	14,204	32.3	28	6,537	30.6	11.4	8.8	3.0	2.2	3.5	3.7	9

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND AREAS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table]

GEOGRAPHIC DIVISIONS AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	ALL OTHER PRODUCTS—Con.												
TEXTILES AND MATERIALS (Other than dry goods)													
UNITED STATES TOTAL	65	$26,039	14.2	37	$16,563	15.4	5.6	3.3	1.6	2.3	2.0	.6	28
New England	5	1,378	21.3	5	1,378	21.3	8.2	6.1	1.4	1.3	3.6	.7	6
Middle Atlantic	25	11,738	13.7	15	9,648	14.1	5.7	3.3	1.5	1.6	1.4	.6	7
East North Central	9	3,531	13.3	5	2,396	15.1	5.1	3.7	1.2	2.5	2.2	.4	6
Other divisions	26	9,392	14.1	12	3,141	18.8	4.3	1.8	2.1	4.8	2.9	.9	9
TOTAL, 14 CITIES	38	16,564	14.7	26	13,808	15.1	5.8	3.8	1.3	2.0	1.6	.6	18
New York City	14	9,418	13.9	11	8,874	14.1	6.0	3.5	1.4	1.5	1.2	.5	1
Other cities	24	7,148	15.7	15	4,934	16.8	5.4	4.2	1.3	3.0	2.3	.6	17
YARNS													
UNITED STATES TOTAL	74	81,910	7.8	45	47,952	7.8	3.2	1.8	.7	.3	.8	1.0	33
Middle Atlantic	66	58,117	7.8	40	45,868	7.7	3.1	1.9	.7	.3	.7	1.0	31
Other divisions	8	3,793	8.8	5	2,084	10.8	5.3	1.1	.7	1.7	1.2	.8	2
TOTAL, 14 CITIES	68	58,698	7.8	41	45,440	7.7	3.1	1.8	.7	.3	.8	1.0	27
New York City	56	49,723	7.8	34	38,472	7.8	3.1	1.9	.7	.3	.7	1.1	22
Other cities	12	8,975	7.5	7	6,968	7.2	3.5	1.4	.5	.5	.9	.4	5
MISCELLANEOUS KINDS OF BUSINESS													
UNITED STATES TOTAL	128	39,436	17.1	62	22,030	17.6	6.8	5.1	1.5	1.2	2.0	1.0	29
Middle Atlantic	69	26,485	14.9	33	14,616	15.4	6.6	4.3	1.1	.8	1.5	1.1	14
Pacific	10	2,562	18.4	7	2,115	18.4	4.3	7.0	1.4	2.3	2.2	1.2	3
Other divisions	47	10,389	22.3	22	5,299	23.4	8.4	6.5	2.7	1.7	3.3	.8	12
TOTAL, 14 CITIES	97	32,094	16.4	50	18,539	17.3	6.9	5.2	1.5	.9	1.8	1.0	21
New York City	59	24,386	14.3	29	13,839	14.9	6.3	4.2	1.1	.8	1.4	1.1	12
Other cities	38	7,708	22.7	21	4,700	24.7	8.4	8.3	2.8	1.3	3.0	.9	9

* Operating expenses include no compensation for active proprietors of unincorporated businesses.

APPENDIX

Tables 4 and 5 for the country as a whole, reproduced from the 1935 Census, follow. As in the current Census, both tabulations are limited to wholesale merchants and industrial distributors.

	Page
Table 4 - Sales and expenses by business-size groups, 1935	100
Table 5 - Analysis of operating expenses, 1935	108
Schedule Form 31 - Wholesale schedule	113

411211 O - 41 - 8

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY
TABLE 4.--SALES AND EXPENSES BY BUSINESS-SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Total, all establishments				Establishments with sales of: Under $10,000				$10,000 to $49,999				$50,000 to $99,999				$100,000 to $199,999			
	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales
UNITED STATES	79,333	$14,817,041	$1,973,760	13.3	12,298	$54,137	$12,961	23.9	25,232	$667,207	$138,807	20.8	13,389	$951,984	$180,384	18.9	11,389	$1,606,085	$270,509	16.8
Amusement and Sporting Goods	1,015	107,139	19,682	18.4	213	980	331	33.8	395	10,431	2,800	26.8	182	12,831	3,195	24.9	119	17,241	3,931	22.8
Cameras and motion picture equipment and supplies	71	3,668	838	22.8	16	89	39	43.8	31	861	253	29.4	16	1,131	251	22.2	6	884	214	24.2
Moving picture films	191	38,268	6,063	15.8	43	201	118	58.7	63	1,573	694	44.1	33	2,376	1,045	44.0	19	2,749	869	31.6
Sporting goods (full line)	131	16,893	3,598	21.3	7	38	14	36.8	55	1,555	327	21.0	25	1,852	403	21.8	24	3,476	731	21.0
Toys, novelties and fireworks	419	26,961	5,615	20.8	104	474	112	23.6	177	4,596	1,047	22.8	76	5,215	1,106	21.2	38	5,288	1,220	23.1
All other	203	21,349	3,568	16.7	43	178	48	27.0	69	1,846	479	25.9	32	2,257	390	17.3	32	4,844	897	18.5
Automotive	5,626	747,920	125,935	16.8	742	3,679	1,083	29.4	2,481	65,635	18,021	27.5	1,131	79,367	21,025	26.5	610	84,356	21,308	25.3
Automobiles and other motor vehicles	396	356,429	30,641	8.6	7	43	11	25.6	45	1,350	222	16.4	37	2,741	493	18.0	39	5,866	649	11.1
Automotive equipment	4,801	340,757	87,245	25.6	658	3,264	983	30.1	2,276	60,267	16,869	28.0	1,004	70,309	19,039	27.1	514	70,489	18,751	26.6
Tires and tubes	429	50,734	8,049	15.9	77	372	89	23.9	160	4,018	930	23.1	90	6,317	1,493	23.6	57	8,001	1,908	23.8
Beer, Wines and Liquors	3,935	587,376	74,577	12.7	325	1,603	316	19.7	1,340	37,658	6,291	16.7	877	62,507	9,800	15.7	659	92,030	14,018	15.2
Beer and other fermented malt liquors	2,595	217,218	31,608	14.6	253	1,298	239	18.4	1,080	30,313	4,878	16.1	641	45,549	7,114	15.6	390	53,515	8,178	15.3
Wines and liquors	1,340	370,158	42,969	11.6	72	305	77	25.2	260	7,345	1,413	19.2	236	16,958	2,686	15.8	269	38,515	5,840	15.2
Chemicals and Paints	1,333	223,594	40,381	18.1	207	953	259	27.2	514	13,376	3,431	25.7	230	16,446	4,277	26.0	177	24,668	5,538	22.5
Dyestuffs	50	13,571	3,790	27.9	4	x	x	x	16	501	158	31.5	8	539	165	30.6	4	495	95	19.2
Explosives	26	1,615	286	17.7	4	x	x	x	12	379	72	19.0	5	357	101	28.3	4	634	83	13.1
Industrial chemicals	172	64,761	8,287	12.8	7	32	12	37.5	43	1,269	295	23.2	25	1,848	398	21.5	31	4,302	820	19.1
Naval stores	27	21,264	1,343	6.3	1	x	x	x	3	46	17	37.0	2	173	20	11.6	3	377	73	19.4
Paints and varnishes	766	65,051	14,980	23.0	93	491	132	26.9	349	9,136	2,323	25.4	144	10,267	2,631	25.6	108	15,227	3,694	24.3
All other	292	57,332	11,695	20.4	98	378	101	26.7	91	2,045	566	27.7	46	3,262	962	29.5	27	3,633	773	21.3
Clothing and Furnishings	3,783	614,129	83,893	13.7	457	2,113	373	17.7	1,284	35,193	5,560	15.8	647	46,500	6,961	15.0	617	86,953	12,106	13.9
Clothing and/or furnishings (full line)	546	63,409	8,944	14.1	75	360	56	15.6	193	5,334	806	15.1	107	7,688	1,091	14.2	92	12,807	1,801	14.1
Men's and boys'	971	111,457	15,274	13.7	147	652	108	16.6	378	10,084	1,597	15.8	168	12,162	1,855	15.3	141	19,329	2,727	14.1
Women's and children's	1,020	219,485	29,488	13.4	103	464	97	20.9	282	7,564	1,185	15.7	148	10,244	1,434	14.0	184	26,137	3,370	12.9
Furs, dressed and fur clothing	266	31,577	3,753	11.9	22	103	17	16.5	134	3,796	613	16.1	35	2,653	328	12.4	39	5,565	705	12.7
Hosiery	195	33,601	3,691	11.0	17	87	6	6.9	62	1,796	264	14.7	38	2,607	310	11.9	34	5,085	634	12.5
Millinery and millinery supplies	333	34,904	6,154	17.6	53	254	55	21.7	117	3,141	602	19.2	68	4,809	1,027	21.4	53	7,502	1,472	19.6
Shoes and other footwear	452	119,696	16,589	13.9	40	193	34	17.6	118	3,478	493	14.2	83	6,337	916	14.5	74	10,528	1,397	13.3
Coal and Coke	381	198,334	23,993	12.1	26	120	30	25.0	97	2,526	525	20.8	61	4,425	943	21.3	57	7,869	1,556	19.8
Drugs (full line)	274	297,784	38,825	13.0	--	--	--	--	3	103	28	27.2	12	846	130	15.4	21	2,860	393	13.7
Drugs and Drug Sundries (specialty lines)	1,149	112,813	23,305	20.7	383	1,497	444	29.7	402	10,276	2,642	25.7	143	9,907	2,329	23.5	112	15,582	3,573	22.9
Drug specialties	308	25,710	4,343	16.9	60	259	81	31.3	122	3,114	657	21.1	50	3,488	748	21.4	42	5,943	1,072	18.0
Patent medicines	186	20,853	3,725	17.9	77	264	102	38.6	58	1,498	462	30.8	19	1,269	387	30.5	16	2,214	624	28.2
Toilet articles and preparations	393	36,304	9,746	26.8	170	637	185	29.0	110	2,839	811	28.6	40	2,711	758	28.0	36	4,928	1,432	29.1
All other	262	29,946	5,491	18.3	76	337	76	22.6	112	2,825	712	25.2	34	2,439	436	17.9	18	2,497	445	17.8
Dry Goods (full line)	303	262,615	38,053	14.5	--	--	--	--	33	1,095	198	18.1	53	3,822	640	16.7	57	8,156	1,134	13.9
Dry Goods (specialty lines)	2,479	347,933	44,011	12.6	409	1,831	337	18.4	921	23,149	3,850	16.6	397	28,092	4,511	16.1	338	47,689	7,356	15.4
Notions	779	71,604	12,767	17.8	137	586	115	19.6	336	8,421	1,544	18.3	128	9,282	1,808	19.5	94	13,449	2,395	17.8
Piece goods	1,208	251,362	27,060	10.8	144	656	121	18.4	347	8,936	1,366	15.3	212	14,965	1,962	13.1	196	27,725	3,859	13.9
All other	492	24,967	4,184	16.8	128	589	101	17.1	238	5,792	940	16.2	57	3,845	741	19.3	48	6,515	1,102	16.9
Electrical Goods	2,397	558,514	97,412	17.4	237	1,164	295	25.3	718	19,229	4,611	24.0	401	28,774	6,482	22.5	374	53,966	10,394	19.3
Electrical merchandise (full line)	419	184,233	26,933	14.6	1	x	x	x	18	499	147	29.5	42	3,330	618	18.6	89	13,454	1,997	14.8
Apparatus and equipment	195	15,155	3,953	26.1	28	x	x	x	86	2,154	676	31.4	42	3,120	1,005	32.2	24	3,305	978	29.6
Wiring supplies and construction material	725	74,798	14,230	19.0	72	366	39	24.3	267	7,920	1,701	21.5	169	12,148	2,493	20.5	123	17,304	3,323	19.2
Radios, refrigerators and appliances	1,058	284,328	52,296	18.4	136	642	168	26.2	347	8,656	2,087	24.1	148	10,176	2,366	23.3	138	19,903	4,096	20.6

(continued on next page)

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 4.--SALES AND EXPENSES BY BUSINESS-SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Establishments with sales of $200,000 to $299,999				$300,000 to $499,999				$500,000 to $999,999				$1,000,000 to $1,999,999				$2,000,000 and over			
	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales
UNITED STATES	5,614	$1,364,065	$201,661	14.8	5,038	$1,929,714	$255,678	13.2	4,006	$2,753,153	$339,782	12.3	1,591	$2,167,507	$250,665	11.6	776	$3,323,189	$323,313	9.7
Amusement and Sporting Goods	47	11,386	2,560	22.5	32	11,939	2,035	17.0	17	12,080	2,092	17.3	4	5,586	717	12.8	6	24,665	2,021	8.2
Cameras and motion picture equipment and supplies	1	x	x	x	1	x	x	x	--	--	--	--	--	--	--	--	--	--	--	--
Moving picture films	13	3,261	747	22.9	9	3,594	490	13.6	6	x	x	x	1	x	x	x	4	19,131	1,290	6.7
Sporting goods (full line)	6	x	x	x	9	3,322	753	22.7	4	2,655	499	18.8	--	--	--	--	1	x	x	x
Toys, novelties and fireworks	11	2,630	672	25.6	7	2,528	453	17.9	3	x	x	x	3	x	x	x	--	--	--	--
All other	16	3,817	727	19.0	6	x	x	x	4	3,398	495	14.6	--	--	--	--	1	x	x	x
Automotive	228	54,973	12,591	22.9	183	69,474	13,569	19.5	131	92,228	12,986	14.1	76	109,051	11,022	10.1	44	189,157	14,330	7.6
Automobiles and other motor vehicles	40	9,832	1,058	10.8	51	19,630	2,026	10.3	73	53,244	4,929	9.3	61	x	x	x	43	x	x	x
Automotive equipment	169	40,795	10,565	25.9	119	44,666	10,733	24.0	48	32,932	7,052	21.4	13	18,035	3,253	18.0	--	--	--	--
Tires and tubes	19	4,346	968	22.3	13	5,178	810	15.6	10	6,052	1,005	16.6	2	x	x	x	1	x	x	x
Beer, Wines and Liquors	253	61,077	8,080	13.2	251	95,671	11,233	11.7	155	104,560	11,552	11.0	57	78,819	8,366	10.6	18	53,451	4,921	9.2
Beer and other fermented malt liquors	109	25,780	3,524	13.7	85	31,670	4,061	12.8	31	19,201	2,490	13.0	5	x	x	x	1	x	x	x
Wines and liquors	144	35,297	4,556	12.9	166	64,001	7,172	11.2	124	85,359	9,062	10.6	52	x	x	x	17	x	x	x
Chemicals and Paints	68	16,616	3,435	20.7	53	19,762	4,112	20.8	55	39,442	5,769	14.6	19	26,032	4,010	15.4	10	66,299	9,550	14.4
Dyestuffs	5	1,387	308	22.2	4	1,551	300	19.3	6	4,213	735	17.4	2	x	x	x	1	x	x	x
Explosives	1	x	x	x	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Industrial chemicals	16	3,833	799	20.8	9	3,312	636	19.2	25	18,450	2,290	12.4	12	17,058	1,971	11.6	4	14,657	1,066	7.3
Naval stores	5	1,184	126	10.6	2	834	70	8.4	8	6,273	563	9.0	--	--	--	--	3	x	x	x
Paints and varnishes	30	7,333	1,758	24.0	26	9,330	2,229	23.9	11	x	x	x	5	x	x	x	--	--	--	--
All other	11	x	x	x	12	4,735	877	18.5	5	x	x	x	--	--	--	--	2	x	x	x
Clothing and Furnishings	272	66,384	9,591	14.4	234	89,278	11,520	12.9	197	133,712	18,469	13.8	61	81,332	10,469	12.9	14	72,664	8,844	12.2
Clothing and/or furnishings (full line)	35	8,674	1,113	12.8	24	9,438	1,155	12.2	13	x	x	x	6	8,245	1,464	17.8	1	x	x	x
Men's and boys'	50	12,110	1,728	14.3	45	16,694	2,219	13.3	30	19,053	2,688	14.1	10	x	x	x	2	x	x	x
Women's and children's	95	23,290	3,275	14.1	94	35,947	4,710	13.1	86	60,848	8,521	14.0	21	27,983	3,256	11.6	7	27,008	3,640	13.5
Furs, dressed and fur clothing	15	3,808	553	14.5	9	3,299	355	10.8	10	x	x	x	--	--	--	--	2	x	x	x
Hosiery	11	2,539	258	10.2	15	5,883	595	10.1	12	8,092	935	11.6	6	7,512	689	9.2	--	--	--	--
Millinery and millinery supplies	28	6,911	1,320	19.1	7	2,612	622	23.8	5	3,417	557	16.3	1	x	x	x	1	x	x	x
Shoes and other footwear	38	9,052	1,344	14.8	40	15,405	1,864	12.1	41	27,395	3,910	14.3	17	x	x	x	1	x	x	x
Coal and Coke	30	6,821	1,379	20.2	33	12,816	2,952	23.0	34	25,252	3,727	14.8	21	29,998	3,919	13.1	22	108,507	8,962	8.3
Drugs (full line)	16	3,871	483	12.5	45	17,437	2,480	14.2	70	51,237	7,185	14.0	68	91,565	11,967	13.1	39	129,865	16,159	12.4
Drugs and Drug Sundries (specialty lines)	39	9,678	2,144	22.2	38	14,865	3,296	22.2	20	13,202	2,994	22.7	5	6,086	772	12.7	7	31,720	5,111	16.1
Drug specialties	11	2,847	359	12.6	17	6,414	1,131	17.6	6	3,645	295	8.1	--	--	--	--	--	--	--	--
Patent medicines	6	1,410	383	27.2	5	2,018	461	22.8	2	x	x	x	1	x	x	x	2	x	x	x
Toilet articles and preparations	14	3,543	993	28.0	9	3,805	1,230	32.3	9	x	x	x	2	x	x	x	3	x	x	x
All other	8	1,878	409	21.8	7	2,628	474	18.0	3	2,472	368	14.9	2	x	x	x	2	x	x	x
Dry Goods (full line)	31	7,569	1,159	15.3	37	14,615	2,384	16.3	42	32,310	4,668	14.4	28	38,256	5,009	13.1	22	156,792	22,861	14.6
Dry Goods (specialty lines)	131	31,644	4,647	14.7	139	53,124	6,884	13.0	94	64,018	7,407	11.6	34	46,814	5,329	11.4	16	51,572	3,690	7.2
Notions	32	7,715	1,312	17.0	30	11,026	2,140	19.4	16	10,315	1,980	19.2	4	x	x	x	2	x	x	x
Piece goods	88	21,178	2,903	13.7	103	39,621	4,272	10.8	74	50,705	5,031	9.9	30	x	x	x	14	x	x	x
All other	11	2,751	432	15.7	6	2,477	472	19.1	4	2,998	396	13.2	--	--	--	--	--	--	--	--
Electrical Goods	196	47,778	8,551	17.9	215	82,682	13,526	16.4	159	111,353	18,711	16.8	74	101,348	17,039	16.8	23	112,220	17,803	15.9
Electrical merchandise (full line)	69	17,123	2,347	13.7	93	35,897	4,684	13.0	66	x	x	x	33	45,864	7,004	15.3	8	x	x	x
Apparatus and equipment	8	1,824	573	31.4	4	1,476	253	17.1	2	x	x	x	--	--	--	--	1	x	x	x
Wiring supplies and construction material	42	10,149	1,804	17.8	35	12,927	2,510	19.4	13	8,591	1,788	20.8	4	5,393	522	9.7	--	--	--	--
Radios, refrigerators and appliances	77	18,682	3,827	20.5	83	32,382	6,079	18.8	78	55,255	9,545	17.3	37	50,091	9,513	19.0	14	88,541	14,615	16.5

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X - Withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 4.--SALES AND EXPENSES BY BUSINESS-SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Total, all establishments				Establishments with sales of															
					Under $10,000				$10,000 to $49,999				$50,000 to $99,999				$100,000 to $199,999			
	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales
Farm Products - raw materials	1,844	$1,018,151	$69,122	6.8	95	x	x	x	493	x	x	x	315	$22,276	$3,035	13.6	261	$36,316	$3,991	11.0
Cotton	137	187,705	9,699	5.2	1	x	x	x	9	x	x	x	7	475	60	12.6	13	1,815	202	11.1
Grain	462	432,446	25,592	5.9	14	$78	$16	20.5	78	$2,305	$269	11.7	72	5,113	598	11.7	76	10,583	1,058	10.0
Hides, skins and furs (raw)	803	158,661	13,430	8.5	37	183	28	15.3	296	8,710	1,260	14.5	172	12,202	1,566	12.8	118	16,445	1,757	10.7
Horses and mules	6	886	91	10.3	--	--	--	--	1	x	x	x	2	144	22	15.3	2	264	33	12.5
Livestock	21	1,754	197	11.2	4	17	4	23.5	7	181	19	10.5	5	x	x	x	1	x	x	x
Silk (raw)	4	10,229	459	4.5	--	--	--	--	--	--	--	--	1	x	x	x	2	x	x	x
Tobacco (leaf)	162	46,622	7,156	15.3	19	87	25	28.7	55	1,430	298	20.8	20	1,384	356	25.7	21	3,098	477	15.4
Wool and mohair	126	149,039	8,928	6.0	10	42	12	28.6	12	345	51	14.8	12	781	68	8.7	14	1,847	201	10.9
All other	123	30,809	3,570	11.6	10	42	5	11.9	35	936	164	17.5	24	x	x	x	14	1,875	192	10.2
Farm Products - consumer goods	10,211	1,812,457	199,450	11.0	1,527	6,836	1,211	17.7	3,202	85,117	12,408	14.6	1,687	119,777	16,840	14.1	1,571	222,337	29,480	13.3
Dairy products	1,755	377,547	62,599	16.6	303	1,293	373	28.8	478	12,560	2,977	23.7	293	20,793	4,859	23.4	250	35,376	8,286	23.4
Poultry and poultry products	1,692	227,350	17,927	7.9	270	1,261	174	13.8	650	17,126	2,058	12.0	284	19,632	1,988	10.1	213	29,405	2,489	8.5
Dairy and poultry products	946	296,125	23,656	8.0	77	319	54	16.9	235	6,604	768	11.6	161	11,493	1,229	10.7	175	25,016	2,611	10.4
Fruits and vegetables (fresh)	5,774	906,549	94,786	10.5	867	3,918	606	15.5	1,821	48,402	6,536	13.5	946	67,641	8,745	12.9	925	131,265	15,956	12.2
All other	44	4,886	482	9.9	10	45	4	8.9	18	425	69	16.2	3	218	19	8.7	8	1,275	138	10.8
Farm Supplies	1,359	242,556	31,192	12.9	101	518	109	21.0	388	11,019	1,616	14.7	285	20,826	2,894	13.9	273	37,913	5,124	13.5
Feed	912	137,253	12,849	9.4	64	340	59	17.4	276	7,735	967	12.5	209	15,131	1,807	11.9	172	23,327	2,418	10.4
Fertilizer	61	12,468	1,376	11.0	6	26	9	34.6	23	566	116	20.5	16	1,168	182	15.6	8	1,152	114	9.9
Seeds	343	88,213	16,435	18.6	21	94	24	25.5	81	2,462	460	18.7	52	3,930	846	21.5	83	11,960	2,408	20.1
All other	43	4,622	532	11.5	10	58	17	29.3	8	256	73	28.5	8	597	59	9.9	10	1,474	184	12.5
Furniture and House Furnishings	1,636	199,286	34,444	17.3	415	1,683	437	26.0	492	12,429	2,985	24.0	247	16,762	3,588	21.4	205	28,392	5,605	19.7
China, glassware and crockery	232	19,201	4,492	23.4	57	260	72	27.7	77	1,809	440	24.3	46	3,086	760	24.6	28	3,857	1,037	26.9
Floor coverings	284	80,244	10,615	13.2	34	129	30	23.3	60	1,506	256	17.0	38	2,489	527	21.2	41	5,864	1,024	17.5
Furniture (household and office)	355	35,506	7,197	20.3	96	407	111	27.3	107	2,966	772	26.0	58	4,178	861	20.6	43	5,975	1,301	21.8
House furnishings (except as specified)	658	51,357	8,268	16.1	210	821	206	25.1	213	5,426	1,285	23.7	86	5,785	1,039	18.0	82	11,338	1,890	16.7
Musical instruments and sheet music	107	12,978	3,872	29.8	18	66	18	27.3	35	722	232	32.1	19	1,224	401	32.8	11	1,358	353	26.0
General Merchandise	171	125,418	19,928	15.9	1	x	x	x	21	x	x	x	30	2,243	442	19.7	38	5,511	872	15.8
Groceries (full line)	3,210	1,707,024	157,820	9.2	--	--	--	--	85	2,934	326	11.1	240	18,283	1,745	9.5	591	86,737	7,499	8.6
Groceries and Foods (specialty lines)	10,119	1,401,241	177,795	12.7	1,718	7,595	1,482	19.5	3,231	84,438	14,405	17.1	1,908	135,340	20,415	15.1	1,441	203,596	28,983	14.2
Canned goods	234	61,229	7,793	12.7	38	172	38	22.1	54	1,373	218	15.9	35	2,608	375	14.4	34	4,656	577	12.4
Coffee, tea and spices	768	103,860	23,535	22.7	135	673	128	19.0	290	6,926	1,758	25.4	135	9,365	2,546	27.2	101	14,443	4,069	28.2
Confectionery	1,580	97,876	11,982	12.2	305	1,325	211	15.9	661	16,464	2,169	13.2	341	23,731	3,144	13.2	175	23,881	3,270	13.7
Fish and sea foods	1,255	114,459	21,697	19.0	271	1,121	268	23.9	424	11,009	2,350	21.3	241	16,680	3,286	19.7	177	24,584	4,786	19.5
Flour	500	77,859	7,366	9.5	50	219	34	15.5	136	3,888	486	12.5	117	8,517	896	10.5	82	11,437	1,117	9.8
Meats and meat products	2,059	430,308	45,403	10.6	179	865	131	15.1	521	14,187	2,060	14.5	400	28,682	3,701	12.9	365	51,991	6,330	12.2
Soft drinks	252	16,593	2,968	17.9	74	330	99	30.0	81	1,935	404	20.9	54	3,732	745	20.0	27	3,725	596	16.0
Sugar	122	56,732	3,014	5.3	3	14	4	28.6	11	300	23	7.7	19	1,449	130	9.0	21	3,140	204	6.5
Other food and grocery specialties	3,349	442,325	54,037	12.2	663	2,876	569	19.8	1,053	28,356	4,937	17.4	566	40,576	5,592	13.8	459	65,739	8,034	12.2
Hardware	1,099	417,364	76,164	18.2	74	357	98	27.5	243	6,232	1,419	22.8	162	11,442	2,756	24.1	166	23,769	5,036	21.2
Hardware (full line)	599	377,568	67,742	17.9	2	x	x	x	22	655	137	20.9	63	4,483	1,008	22.5	109	15,831	3,314	20.9
Hardware (specialty lines)	500	39,796	8,422	21.2	72	x	x	x	221	5,577	1,282	23.0	99	6,959	1,748	25.1	57	7,938	1,722	21.7
Jewelry and Optical Goods	1,557	141,425	28,567	20.2	293	1,461	301	20.6	672	17,444	4,107	23.5	273	19,284	4,398	22.8	160	21,716	5,192	23.9
Jewelry (full line)	219	41,355	6,909	16.7	14	71	7	9.9	71	2,024	327	16.2	39	3,030	571	18.8	35	4,857	819	16.9
Clocks and watches	109	15,183	2,164	14.3	36	200	31	15.5	37	855	165	19.3	8	521	93	17.9	9	1,276	191	15.0
Diamonds and other precious stones	169	11,253	1,303	11.6	31	160	27	16.9	61	1,426	171	12.0	42	2,935	270	9.2	21	2,817	356	12.6
Other jewelry specialties	683	46,969	8,130	17.3	173	810	150	18.5	319	7,862	1,338	17.0	100	7,206	1,336	18.5	47	6,267	1,286	20.5
Optical goods	377	26,665	10,061	37.7	39	220	86	39.1	184	5,277	2,106	39.9	84	5,592	2,128	38.1	48	6,499	2,540	39.1

(continued on next page)

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 4.--SALES AND EXPENSES BY BUSINESS-SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Establishments with sales of $200,000 to $299,999				$300,000 to $499,999				$500,000 to $999,999				$1,000,000 to $1,999,999				$2,000,000 and over			
	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales
Farm Products - raw materials	154	$37,099	$4,139	11.2	158	$61,018	$5,365	8.8	165	$115,213	$9,993	8.7	96	$133,275	$9,696	7.3	107	$598,282	$30,707	5.1
Cotton	15	3,532	325	9.2	26	10,764	589	5.5	21	14,680	776	5.3	16	22,728	1,715	7.5	29	133,415	5,989	4.5
Grain	49	11,719	1,290	11.0	42	16,104	1,674	10.4	45	31,768	2,563	8.1	39	55,601	2,735	4.9	47	299,175	15,389	5.1
Hides, skins and furs (raw)	62	15,116	1,601	10.6	53	19,824	1,772	8.9	47	33,105	2,668	8.1	13	18,285	1,229	6.7	5	34,791	1,549	4.5
Horses and mules	--	--	--	--	1	x	x	x	--	--	--	--	--	--	--	--	--	--	--	--
Livestock	4	1,040	72	6.9	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Silk (raw)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	1	x	x	x
Tobacco (leaf)	6	1,341	237	17.7	8	3,352	488	14.6	21	14,037	2,251	16.0	9	12,258	2,194	17.9	3	9,635	830	8.6
Wool and mohair	6	1,395	121	8.7	15	5,704	390	6.8	23	16,128	974	6.0	14	18,705	1,332	7.1	20	104,092	5,779	5.6
All other	12	2,956	493	16.7	13	4,812	418	8.7	8	5,495	761	13.8	5	5,698	491	8.6	2	x	x	x
Farm Products - consumer goods	782	190,041	22,623	11.9	635	243,062	27,738	11.4	500	340,267	37,169	10.9	219	296,824	30,521	10.3	88	308,196	21,440	7.0
Dairy products	122	30,060	5,636	18.7	121	46,660	7,774	16.7	108	71,947	13,276	18.5	61	81,947	12,677	15.5	19	76,911	6,741	8.8
Poultry and poultry products	109	26,482	1,971	7.4	71	27,326	2,268	8.3	59	38,685	2,897	7.5	23	30,563	1,336	4.4	13	36,870	2,746	7.4
Dairy and poultry products	78	x	x	x	84	x	x	x	61	43,841	3,683	8.4	46	64,379	4,404	6.8	29	93,789	5,832	6.2
Fruits and vegetables (fresh)	472	114,588	12,954	11.3	358	136,716	14,592	10.7	269	183,458	17,172	9.4	89	119,935	12,104	10.1	27	100,626	6,121	6.1
All other	1	x	x	x	1	x	x	x	3	2,336	161	6.9	--	--	--	--	--	--	--	--
Farm Supplies	127	30,290	4,050	13.4	84	31,563	3,738	11.8	65	46,120	5,221	11.3	26	32,599	3,752	11.5	10	31,708	4,688	14.8
Feed	84	19,611	1,886	9.6	51	x	x	x	39	27,386	2,034	7.4	15	20,125	1,615	8.0	2	x	x	x
Fertilizer	2	534	56	10.5	3	1,141	187	16.4	--	--	--	--	1	x	x	x	2	x	x	x
Seeds	38	9,423	2,032	21.6	27	10,506	1,723	16.4	25	x	x	x	10	x	x	x	6	20,176	3,878	19.2
All other	3	722	76	10.5	3	x	x	x	1	x	x	x	--	--	--	--	--	--	--	--
Furniture and House Furnishings	104	25,759	4,665	18.1	84	31,230	5,128	16.4	61	40,570	5,935	14.6	21	26,615	3,741	14.1	7	15,846	2,360	14.9
China, glassware and crockery	9	2,157	499	23.1	11	3,852	858	22.3	2	x	x	x	2	x	x	x	--	--	--	--
Floor coverings	25	6,415	808	12.6	36	13,275	1,523	11.5	33	x	x	x	11	14,300	1,665	11.6	6	x	x	x
Furniture (household and office)	21	5,055	926	18.3	17	6,455	1,246	19.3	11	7,008	1,369	19.5	1	x	x	x	1	x	x	x
House furnishings (except as specified)	36	8,978	1,469	16.4	13	5,172	870	16.8	13	8,248	1,066	12.9	5	5,589	443	7.9	--	--	--	--
Musical instruments and sheet music	13	3,154	963	30.5	7	2,476	631	25.5	2	x	x	x	2	x	x	x	--	--	--	--
General Merchandise	22	5,293	831	15.7	24	8,893	1,247	14.0	17	11,573	1,674	14.5	5	6,501	970	14.9	13	84,690	13,784	16.3
Groceries (full line)	594	147,249	12,184	8.3	741	287,663	24,242	8.4	627	429,407	37,203	8.7	234	320,062	28,979	9.1	98	414,689	45,642	11.0
Groceries and Foods (specialty lines)	650	157,074	19,924	12.7	563	215,144	24,477	11.4	435	296,464	33,543	11.3	127	169,107	19,387	11.5	46	132,483	15,179	11.5
Canned goods	21	5,077	567	11.2	20	8,046	796	9.9	19	12,839	1,625	12.7	9	11,087	1,451	13.1	4	15,371	2,146	14.0
Coffee, tea and spices	38	9,071	2,094	23.1	26	9,934	2,403	24.2	22	14,711	2,987	20.3	13	17,613	3,710	21.1	8	21,124	3,840	18.2
Confectionery	51	12,029	1,274	10.6	35	12,629	1,352	10.7	11	x	x	x	1	x	x	x	--	--	--	--
Fish and sea foods	58	14,080	2,642	18.8	49	17,981	2,856	15.9	27	x	x	x	7	7,972	1,377	17.3	1	x	x	x
Flour	46	11,202	1,101	9.8	33	13,107	1,090	8.3	30	20,324	1,832	9.0	6	9,165	810	8.8	--	--	--	--
Meats and meat products	196	47,654	5,484	11.5	183	70,665	7,096	10.0	147	102,179	10,079	9.9	51	67,805	6,243	9.2	17	46,280	4,279	9.2
Soft drinks	7	1,644	188	11.4	4	1,443	313	21.7	5	3,784	623	16.5	--	--	--	--	--	--	--	--
Sugar	12	2,914	219	7.5	20	7,597	480	6.3	23	14,739	704	4.8	10	14,422	876	6.1	3	12,157	374	3.1
Other food and grocery specialties	221	53,403	6,355	11.9	193	73,742	8,091	11.0	151	103,015	11,389	11.1	30	x	x	x	13	x	x	x
Hardware	137	33,107	6,530	19.7	120	46,495	8,627	18.6	112	78,981	13,962	17.7	50	68,522	11,737	17.1	35	148,459	25,999	17.5
Hardware (full line)	113	27,452	5,474	19.9	104	40,888	7,454	18.2	102	72,418	12,813	17.7	49	x	x	x	35	148,459	25,999	17.5
Hardware (specialty lines)	24	5,655	1,056	18.7	16	5,607	1,173	20.9	10	6,563	1,149	17.5	1	x	x	x	--	--	--	--
Jewelry and Optical Goods	74	17,148	3,272	19.1	37	13,796	2,995	21.7	31	21,190	3,425	16.2	13	18,612	3,891	20.9	4	10,774	986	9.2
Jewelry (full line)	23	5,213	750	14.4	19	x	x	x	12	8,764	1,488	17.0	5	6,636	1,348	20.3	1	x	x	x
Clocks and watches	5	1,100	185	16.8	4	1,367	197	14.4	7	4,549	715	15.7	2	x	x	x	1	x	x	x
Diamonds and other precious stones	11	2,552	252	9.9	2	x	x	x	1	x	x	x	--	--	--	--	--	--	--	--
Other jewelry specialties	22	5,152	926	18.0	6	x	x	x	10	6,603	903	13.7	4	5,830	1,137	19.5	2	x	x	x
Optical goods	13	3,131	1,159	37.0	6	2,060	888	43.1	1	x	x	x	2	x	x	x	--	--	--	--

(continued on next page)

X - Withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY
TABLE 4.--SALES AND EXPENSES BY BUSINESS-SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Total, all establishments				Establishments with sales of															
					Under $10,000				$10,000 to $49,999				$50,000 to $99,999				$100,000 to $199,999			
	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales
Lumber and Construction Materials	2,263	$338,949	$69,902	20.6	191	$906	$310	34.2	692	$19,333	$5,124	26.5	470	$33,446	$7,905	23.6	461	$66,875	$15,182	22.7
Builders' supplies (full line)	503	74,442	16,025	21.5	26	119	35	29.4	152	4,539	1,095	24.1	113	8,379	1,742	20.8	107	15,429	3,106	20.1
Lumber and millwork	1,082	190,342	36,376	19.1	75	349	113	32.4	288	8,176	2,044	25.0	213	15,103	3,383	22.4	242	35,784	7,802	21.8
Brick, tile and terra cotta	112	8,309	1,806	21.7	9	36	7	19.4	47	1,261	292	23.2	29	2,094	494	23.6	17	2,157	484	22.4
Cement, lime and plaster	123	18,374	3,358	18.3	9	47	20	42.6	40	1,290	298	23.1	26	1,747	359	20.5	27	4,165	877	21.1
Glass	258	21,544	6,653	30.9	42	203	73	36.0	105	2,452	861	35.1	46	3,206	1,190	37.1	41	5,604	1,898	33.9
Sand, gravel and crushed stone	96	9,575	2,770	28.9	17	90	36	40.0	31	832	285	34.3	20	1,409	423	30.0	13	1,774	546	30.8
All other	89	16,363	2,914	17.8	13	62	26	41.9	29	783	249	31.8	23	1,508	314	20.8	14	1,962	469	23.9
Machinery, Equipment and Supplies	7,050	818,190	168,591	20.6	1,107	5,361	1,688	31.5	2,626	70,016	19,303	27.6	1,247	89,197	22,534	25.3	1,002	139,624	31,075	22.3
Commercial machinery, equipment and supplies																				
Office (except furniture)	186	13,714	4,034	29.4	31	178	70	39.3	84	2,028	607	29.9	33	2,281	745	32.7	21	2,883	811	28.1
Store, restaurant and hotel	664	44,451	11,689	26.3	151	702	198	28.2	297	7,472	2,196	29.4	113	7,930	2,304	29.1	57	7,946	2,021	25.4
All other	69	5,228	1,093	20.9	10	56	24	42.9	30	694	187	26.9	12	820	227	27.7	10	1,261	198	15.7
Farm and dairy machinery and equipment	330	45,066	8,119	18.0	43	209	56	26.8	117	3,428	803	23.4	55	3,957	754	19.1	50	6,966	1,417	20.3
Industrial equipment and supplies																				
Industrial (full line)	189	79,828	15,176	19.0	--	--	--	--	10	313	84	26.8	17	1,413	346	24.5	42	5,723	1,257	22.0
Belting, hose and packing	167	12,252	3,084	25.2	16	89	24	27.0	84	2,217	585	26.4	27	1,980	482	24.3	27	3,535	981	27.8
Power transmission equipment	65	6,429	1,557	24.2	3	14	8	57.1	24	619	128	20.7	22	1,585	430	27.1	10	1,380	267	19.3
Rope, cordage and twine	55	13,569	1,515	11.2	6	20	6	30.0	12	295	50	16.9	6	375	69	18.4	15	2,118	293	13.8
All other	993	98,482	20,441	20.8	187	847	288	34.0	359	9,356	2,694	28.8	172	12,310	2,870	23.3	140	19,671	4,282	21.8
Industrial machinery																				
Construction (including road building)	277	53,831	10,310	19.2	21	130	37	28.5	69	1,937	557	28.8	43	3,016	961	31.9	53	7,884	1,815	23.0
Machine tools	76	9,959	1,803	18.1	10	52	20	38.5	27	715	180	25.2	11	737	203	27.5	12	1,605	321	20.0
Mining and quarrying	87	11,184	2,098	18.8	12	61	16	26.2	33	973	262	26.9	12	800	176	22.0	16	2,300	448	19.5
Oil well and oil refining	754	147,559	16,459	11.2	47	217	82	37.8	175	5,179	1,269	24.5	173	12,902	2,332	18.1	162	22,212	2,756	12.4
Power plant	63	5,609	1,287	22.9	8	45	13	28.9	21	502	133	26.6	15	1,149	279	24.3	10	1,284	315	24.5
Textile	45	4,974	1,275	25.6	5	25	11	44.0	15	399	122	30.6	10	679	188	27.7	7	949	227	23.9
Used machinery and equipment	191	11,631	3,274	28.1	46	246	94	38.2	73	1,826	505	27.7	40	2,642	818	31.0	21	2,764	796	28.8
All other	343	23,212	6,180	26.6	64	334	139	41.6	158	4,259	1,190	27.9	61	4,171	1,201	28.8	40	5,441	1,551	28.5
Professional equipment and supplies																				
Dental	251	22,829	6,412	28.1	32	125	29	23.2	86	2,352	564	24.0	57	4,049	1,097	27.1	44	6,372	1,751	27.5
Surgical, medical and hospital	187	24,940	7,055	28.3	25	141	42	29.8	65	1,803	572	31.7	40	2,824	848	30.0	26	3,674	950	25.9
All other	238	29,287	7,339	25.1	35	171	44	25.7	95	2,594	731	28.2	39	2,811	643	22.9	33	4,976	1,198	24.1
Service equipment and supplies																				
Barber and beauty parlor	637	38,227	12,054	31.5	131	644	189	29.3	307	8,147	2,396	29.4	106	7,683	2,410	31.4	55	7,847	2,486	31.7
Laundry	138	21,768	4,802	22.1	10	56	13	23.2	32	916	271	29.6	31	2,247	635	28.3	23	3,085	837	27.1
Upholsterers'	191	25,005	5,779	23.1	16	80	25	31.3	64	1,899	482	25.4	35	2,567	496	19.3	41	5,679	1,245	21.9
All other	616	34,013	8,325	24.5	167	761	223	29.3	296	7,593	2,147	28.3	64	4,336	1,172	27.0	63	8,628	2,076	24.1
Transportation equipment and supplies																				
Aircraft and aeronautical	13	1,109	272	24.5	2	12	6	50.0	4	90	24	26.7	4	250	81	32.4	2	x	x	x
Railroad	32	16,301	3,622	22.2	2	11	3	27.3	8	228	68	29.8	5	416	111	26.7	4	x	x	x
Boats (including motor, sail and steam)	71	5,447	1,094	20.1	9	57	11	19.3	36	879	196	22.3	12	925	186	20.1	6	875	202	23.1
All other	122	12,286	2,443	19.9	18	78	17	21.8	45	1,303	300	23.0	32	2,342	470	20.1	12	1,674	336	20.1
Metals and Metal Work (except scrap)	776	233,713	31,451	13.5	63	246	80	32.5	195	5,139	1,507	29.3	121	8,783	2,067	23.5	137	20,181	4,560	22.6
Iron and steel (except structural)	328	79,065	15,534	19.6	22	83	26	31.3	81	2,195	726	33.1	50	3,550	946	26.6	65	9,506	2,425	25.5
Structural iron and steel	92	18,915	3,872	20.5	3	22	9	40.9	25	698	179	25.6	11	853	199	23.3	17	2,661	687	25.8
Wire, wire fence and wire rope	57	6,299	957	15.2	9	37	13	35.1	18	491	135	27.5	12	887	148	16.7	8	1,288	118	9.2
Copper	18	4,610	480	10.4	1	x	x	x	5	124	25	20.2	2	151	36	23.8	3	433	82	18.9
Sheet metal products	177	39,339	6,202	15.8	13	50	12	24.0	40	945	242	25.6	33	2,457	529	21.5	31	4,278	881	20.6
Other metals and metal work	104	85,485	4,406	5.2	15	x	x	x	26	686	200	29.2	13	885	209	23.6	13	2,015	367	18.2

(continued on next page)

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 4.--SALES AND EXPENSES BY BUSINESS-SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Establishments with sales of $200,000 to $299,999				$300,000 to $499,999				$500,000 to $999,999				$1,000,000 to $1,999,999				$2,000,000 and over			
	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales
Lumber and Construction Materials	191	$46,330	$9,450	20.4	140	$53,043	$10,481	19.8	81	$52,504	$9,509	18.1	29	$40,521	$6,262	15.5	8	$25,991	$5,679	21.8
Builders' supplies (full line)	52	12,563	2,503	19.9	35	13,497	2,643	19.6	12	7,969	1,531	19.2	4	x	x	x	2	x	x	x
Lumber and millwork	105	25,554	4,980	19.5	81	30,768	5,532	18.0	53	33,394	5,783	17.3	20	27,204	3,967	14.6	5	14,010	2,772	19.8
Brick, tile and terra cotta	8	1,999	369	18.5	2	x	x	x	--	--	--	--	--	--	--	--	--	--	--	--
Cement, lime and plaster	8	1,828	396	21.7	6	2,027	336	16.6	4	2,563	439	17.1	3	4,707	633	13.4	--	--	--	--
Glass	10	2,448	724	29.6	7	2,628	789	30.0	7	5,003	1,118	22.3	--	--	--	--	--	--	--	--
Sand, gravel and crushed stone	6	1,431	405	28.3	7	2,679	743	27.7	2	1,360	332	24.4	--	--	--	--	--	--	--	--
All other	2	507	73	14.4	2	x	x	x	3	2,215	306	13.8	2	x	x	x	1	x	x	x
Machinery, Equipment and Supplies	440	106,031	22,283	21.0	322	122,354	22,530	18.4	223	148,161	26,750	18.1	70	91,698	16,851	18.4	13	45,748	5,577	12.2
Commercial machinery, equipment and supplies																				
Office (except furniture)	7	1,710	546	31.9	8	3,213	912	28.4	2	1,421	343	24.1	--	--	--	--	--	--	--	--
Store, restaurant and hotel	25	6,038	1,338	22.2	13	4,902	1,175	24.0	4	2,590	766	29.6	3	x	x	x	1	x	x	x
All other	2	x	x	x	4	1,438	272	18.9	1	x	x	x	--	--	--	--	--	--	--	--
Farm and dairy machinery and equipment	33	8,117	1,214	15.0	19	7,060	1,292	18.3	10	6,158	1,056	17.1	2	x	x	x	1	x	x	x
Industrial equipment and supplies																				
Industrial (full line)	29	6,947	1,391	20.0	35	13,630	2,530	18.6	40	26,494	4,864	18.4	13	15,281	2,872	18.8	3	10,027	1,832	18.3
Belting, hose and packing	5	x	x	x	7	2,624	544	20.7	1	x	x	x	--	--	--	--	--	--	--	--
Power transmission equipment	2	580	142	24.5	2	883	326	36.9	2	1,368	256	18.7	--	--	--	--	--	--	--	--
Rope, cordage and twine	3	789	107	13.6	3	1,148	123	10.7	7	4,494	446	9.9	3	4,330	421	9.7	--	--	--	--
All other	60	14,728	3,163	21.5	43	16,170	2,872	17.8	25	16,217	2,760	17.0	7	9,183	1,512	16.5	--	--	--	--
Industrial machinery																				
Construction (including road building)	34	8,099	1,593	19.7	30	11,498	1,930	16.8	22	14,425	2,448	17.0	4	x	x	x	1	x	x	x
Machine tools	3	720	115	16.0	9	3,619	602	16.6	4	2,511	362	14.4	--	--	--	--	--	--	--	--
Mining and quarrying	4	948	210	22.2	4	1,485	171	11.5	6	4,617	815	17.7	--	--	--	--	--	--	--	--
Oil well and oil refining	73	17,364	2,600	15.0	62	23,073	1,741	7.5	39	27,150	2,163	8.0	18	25,024	2,405	9.6	5	14,438	1,111	7.7
Power plant	6	1,509	265	17.6	3	1,120	282	25.2	--	--	--	--	--	--	--	--	--	--	--	--
Textile	6	1,364	312	22.9	--	--	--	--	2	1,558	415	26.6	--	--	--	--	--	--	--	--
Used machinery and equipment	5	1,223	377	30.8	3	1,179	299	25.4	3	1,751	385	22.0	--	--	--	--	--	--	--	--
All other	7	x	x	x	5	1,937	398	20.5	7	4,056	872	21.5	1	x	x	x	--	--	--	--
Professional equipment and supplies																				
Dental	17	4,003	1,156	28.9	13	4,884	1,565	32.0	2	1,044	251	24.0	--	--	--	--	--	--	--	--
Surgical, medical and hospital	11	2,678	667	24.9	7	2,694	818	30.4	9	6,087	1,651	27.1	4	5,039	1,507	29.9	--	--	--	--
All other	16	4,024	957	23.8	8	3,074	831	27.0	6	3,919	988	25.2	6	7,718	1,947	25.2	--	--	--	--
Service equipment and supplies																				
Barber and beauty parlor	22	5,362	1,622	30.2	11	3,937	996	25.3	4	x	x	x	1	x	x	x	--	--	--	--
Laundry	22	5,092	1,083	21.3	12	4,360	980	22.5	7	x	x	x	1	x	x	x	--	--	--	--
Upholsterers'	21	4,749	1,020	21.5	5	2,103	435	20.7	6	4,321	1,257	29.1	3	3,607	819	22.7	--	--	--	--
All other	9	2,246	595	26.5	10	3,886	994	25.6	6	x	x	x	--	--	--	--	1	x	x	x
Transportation equipment and supplies																				
Aircraft and aeronautical	--	--	--	--	1	x	x	x	--	--	--	--	--	--	--	--	--	--	--	--
Railroad	4	935	305	32.6	2	x	x	x	3	x	x	x	3	4,336	1,451	33.5	1	x	x	x
Boats (including motor, sail and steam)	6	1,578	263	16.7	1	x	x	x	1	x	x	x	--	--	--	--	--	--	--	--
All other	8	1,954	443	22.7	2	x	x	x	4	2,742	489	17.8	1	x	x	x	--	--	--	--
Metals and Metal Work (except scrap)	87	21,352	4,195	19.6	71	27,472	4,666	17.0	75	51,973	8,404	16.2	18	21,548	3,446	16.0	9	77,019	2,526	3.3
Iron and steel (except structural)	32	7,973	1,724	21.6	29	11,444	2,293	20.0	38	26,590	4,720	17.8	9	x	x	x	2	x	x	x
Structural iron and steel	14	3,463	833	24.1	12	4,507	732	16.2	10	6,711	1,233	18.4	--	--	--	--	--	--	--	--
Wire, wire fence and wire rope	5	1,175	218	18.6	4	x	x	x	1	x	x	x	--	--	--	--	--	--	--	--
Copper	3	703	139	19.8	3	1,018	145	14.2	--	--	--	--	--	--	--	--	1	x	x	x
Sheet metal products	20	4,906	935	19.1	18	6,749	1,027	15.2	17	11,331	1,704	15.0	4	x	x	x	1	x	x	x
Other metals and metal work	13	3,132	346	11.0	5	x	x	x	9	x	x	x	5	5,779	682	11.8	5	64,264	1,692	2.6

(continued on next page)

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY
TABLE 4.--SALES AND EXPENSES BY BUSINESS-SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Total, all establishments				Establishments with sales of															
					Under $10,000				$10,000 to $49,999				$50,000 to $99,999				$100,000 to $199,999			
	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales
Paper and Its Products	2,486	$396,731	$73,583	18.5	321	$1,477	$312	21.1	806	$21,019	$4,613	21.9	445	$31,663	$6,877	21.7	370	$52,412	$10,981	21.0
Wrapping or coarse paper and products	1,541	282,003	49,356	17.5	171	801	154	19.2	449	11,796	2,185	18.5	265	19,038	3,677	19.3	258	36,353	7,176	19.7
Fine or printing and writing paper	201	61,596	10,916	17.7	6	x	x	x	37	1,108	235	21.2	33	2,323	471	20.3	33	4,952	1,056	21.3
Stationery and stationery supplies	489	36,905	8,143	22.1	117	518	109	21.0	195	4,770	1,080	22.6	88	6,294	1,427	22.7	47	6,618	1,420	21.5
Wall paper	255	16,227	5,168	31.8	27	x	x	x	125	3,345	1,113	33.3	59	4,008	1,302	32.5	32	4,489	1,329	29.6
Petroleum and Its Products	578	124,120	16,491	13.3	122	526	152	28.9	191	5,152	1,235	24.0	99	7,124	1,785	25.1	80	11,356	2,254	19.8
Plumbing and Heating Equipment and Supplies	1,712	240,005	47,547	19.8	154	794	296	37.3	485	13,284	3,262	24.6	361	26,166	5,600	21.4	352	49,112	10,215	20.8
Plumbing and heating (full line)	508	119,862	22,480	18.8	4	x	x	x	40	1,283	283	22.1	101	7,626	1,508	19.8	157	22,671	4,492	19.8
Heating (including stoves and ranges)	224	24,682	5,623	22.8	24	x	x	x	89	2,369	649	27.4	46	3,152	747	23.7	35	4,743	1,231	26.0
Plumbing fixtures, equipment and supplies	838	85,391	16,911	19.8	99	507	173	34.1	295	8,232	1,901	23.1	189	13,589	2,854	21.0	143	19,616	4,033	20.6
All other	142	10,070	2,533	25.2	27	137	46	33.6	61	1,400	429	30.6	25	1,799	491	27.3	17	2,082	459	22.0
Tobacco and Its Products (except leaf)	1,914	744,644	41,094	5.5	142	513	73	14.2	241	7,561	540	7.1	257	18,643	1,373	7.4	344	49,603	3,286	6.6
Waste Materials	4,765	391,194	57,039	14.6	1,982	7,169	1,786	24.9	1,528	35,094	8,103	23.1	486	33,711	7,176	21.3	363	50,555	8,927	17.7
Iron and steel scrap	1,442	163,010	20,485	12.6	578	2,074	524	25.3	464	11,184	2,666	23.8	151	10,532	2,390	22.7	110	15,103	3,010	19.9
Junk and scrap (full line)	1,534	79,228	13,204	16.7	628	2,352	548	23.3	543	12,022	2,604	21.7	170	11,824	2,273	19.2	98	13,396	2,293	17.1
Waste paper, rags and rubber	1,569	122,946	20,978	17.1	695	2,439	658	27.0	467	10,483	2,629	25.1	140	9,546	2,289	24.0	130	18,577	3,310	17.8
Nonferrous metals	220	26,010	2,372	9.1	81	304	56	18.4	54	1,405	204	14.5	25	1,809	224	12.4	25	3,479	314	9.0
All Other Products	3,908	406,422	63,513	15.6	993	4,297	1,066	24.8	1,453	37,397	7,685	20.5	622	43,501	8,661	19.9	433	58,710	10,940	18.6
Books, periodicals and newspapers	607	103,821	19,670	18.9	53	248	67	27.0	205	5,669	1,135	20.0	134	9,599	1,722	17.9	93	12,439	2,336	18.8
Flowers and nursery stock	533	23,860	4,805	20.1	277	1,110	286	25.8	121	2,979	631	21.2	58	4,239	892	21.0	50	6,680	1,434	21.5
Forest products (except lumber)	490	35,940	6,189	17.2	178	746	208	27.9	169	4,138	1,060	25.6	68	4,655	1,178	25.3	41	5,636	1,117	19.8
Leather and leather goods	1,028	98,551	13,204	13.4	176	803	156	19.4	439	11,713	2,029	17.3	186	13,023	2,341	18.0	132	18,014	3,134	17.4
Oils and greases (animal and vegetable)	60	26,504	2,540	9.6	4	x	x	x	16	x	x	x	9	601	141	23.5	8	1,051	153	14.6
Rubber (crude)	11	11,259	958	8.5	1	x	x	x	1	x	x	x	--	--	--	--	3	434	85	19.6
Textiles and materials other than dry goods	291	30,374	4,933	16.2	69	288	69	24.0	111	2,983	600	20.1	37	2,552	534	20.9	44	6,266	1,142	18.2
Yarns	154	37,387	3,254	8.7	17	56	13	23.2	45	1,203	216	18.0	30	2,073	305	14.7	23	2,993	447	14.9
Miscellaneous kinds of business	734	38,726	7,960	20.6	218	1,020	262	25.7	346	8,333	1,899	22.8	100	6,759	1,548	22.9	39	5,197	1,092	21.0

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION 1935

UNITED STATES SUMMARY

TABLE 4.--SALES AND EXPENSES BY BUSINESS-SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Establishments with sales of $200,000 to $299,999				$300,000 to $499,999				$500,000 to $999,999				$1,000,000 to $1,999,999				$2,000,000 and over			
	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales
Paper and Its Products	196	$47,704	$8,979	18.8	163	$62,007	$11,850	19.1	128	$85,925	$15,268	17.8	46	$64,275	$10,024	15.6	11	$30,249	$4,679	15.5
Wrapping or coarse paper and products	150	36,412	6,397	17.6	116	44,465	8,124	18.3	88	59,329	10,327	17.4	34	x	x	x	10	x	x	x
Fine or printing and writing paper	22	5,590	1,160	20.8	31	11,818	2,115	17.9	30	x	x	x	8	x	x	x	1	x	x	x
Stationery and stationery supplies	20	4,691	1,112	23.7	9	3,003	649	21.6	9	6,048	1,324	21.9	4	4,963	1,022	20.6	--	--	--	--
Wall paper	4	1,011	310	30.7	7	2,721	962	35.4	1	x	x	x	--	--	--	--	--	--	--	--
Petroleum and Its Products	15	3,818	541	14.2	21	7,823	1,201	15.4	24	17,436	2,887	16.6	15	21,288	2,875	13.5	11	49,597	3,561	7.2
Plumbing and Heating Equipment and Supplies	158	37,872	7,436	19.6	118	44,855	8,650	19.3	74	50,372	9,186	18.2	7	10,455	1,716	16.4	3	7,095	1,186	16.7
Plumbing and heating (full line)	84	20,325	4,067	20.0	77	29,423	5,614	19.1	38	26,030	4,827	18.5	5	7,432	988	13.3	2	x	x	x
Heating (including stoves and ranges)	12	2,916	577	19.8	8	3,384	794	23.5	9	6,296	1,129	17.9	1	x	x	x	--	--	--	--
Plumbing fixtures, equipment and supplies	56	13,208	2,518	19.1	30	10,727	1,989	18.5	24	16,138	2,649	16.4	1	x	x	x	1	x	x	x
All other	6	1,423	274	19.3	3	1,321	253	19.2	3	1,908	581	30.5	--	--	--	--	--	--	--	--
Tobacco and Its Products (except leaf)	271	66,790	3,638	5.4	261	101,989	5,517	5.4	250	170,813	8,543	5.0	97	131,469	6,202	4.7	51	197,263	11,922	6.0
Waste Materials	157	37,891	6,653	17.6	107	40,106	5,713	14.2	86	60,180	7,611	12.6	37	51,898	6,514	12.6	19	74,590	4,556	6.1
Iron and steel scrap	50	12,482	2,058	16.5	36	13,541	2,367	17.5	23	15,589	1,668	10.7	16	21,797	2,399	11.0	14	60,708	3,403	5.6
Junk and scrap (full line)	45	10,488	1,878	17.9	23	8,400	1,057	12.6	25	17,496	2,295	13.1	1	x	x	x	1	x	x	x
Waste paper, rags and rubber	52	12,560	2,426	19.3	36	13,952	2,053	14.7	28	19,820	2,864	14.5	18	25,766	3,895	15.1	3	9,803	854	8.7
Nonferrous metals	10	2,361	291	12.3	12	4,213	236	5.6	10	7,275	784	10.8	2	x	x	x	1	x	x	x
All Other Products	144	35,420	5,648	15.9	129	49,538	7,522	15.2	78	56,610	7,919	14.0	34	47,351	5,482	11.6	22	73,598	8,590	11.7
Books, periodicals and newspapers	46	11,155	2,021	18.1	39	15,542	3,021	19.4	22	16,459	3,601	21.9	8	11,213	1,973	17.6	7	21,497	3,794	17.6
Flowers and nursery stock	15	3,531	602	17.0	9	3,599	557	15.5	3	1,722	403	23.4	--	--	--	--	--	--	--	--
Forest products (except lumber)	12	3,015	565	18.7	14	5,319	833	15.7	5	3,564	491	13.8	2	x	x	x	1	x	x	x
Leather and leather goods	33	8,090	1,130	14.0	31	11,414	1,330	11.7	22	15,969	1,636	10.2	5	6,353	700	11.0	4	13,172	748	5.7
Oils and greases (animal and vegetable)	4	1,034	135	13.1	4	1,668	147	8.8	6	3,924	287	7.3	6	8,097	747	9.2	3	9,754	824	8.4
Rubber (crude)	1	x	x	x	1	x	x	x	1	x	x	x	1	x	x	x	2	x	x	x
Textiles and materials other than dry goods	14	3,413	480	14.1	8	2,792	487	17.4	4	3,114	197	6.3	2	x	x	x	2	x	x	x
Yarns	10	2,535	220	8.7	9	3,213	236	7.3	9	x	x	x	9	12,799	941	7.4	2	x	x	x
Miscellaneous kinds of business	9	x	x	x	14	x	x	x	6	4,514	741	16.4	1	x	x	x	1	x	x	x

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business	All establishments with sales of more than $100,000			Establishments analyzed								
						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
AMUSEMENT AND SPORTING GOODS												
Cameras and motion picture equipment and supplies	8	$1,587	18.6	5	$1,186	15.6	4.2	4.7	.9	.9	2.5	2.4
Moving picture films	52	34,118	12.3	34	13,818	14.8	4.4	6.6	.7	1.2	1.1	.8
Sporting goods (full line)	44	13,448	21.2	29	9,935	20.9	5.9	7.1	.9	2.1	2.3	2.6
Toys, novelties and fireworks	62	16,676	20.1	32	8,153	22.0	7.1	7.0	1.5	1.7	2.6	2.1
All other	59	17,068	15.5	37	11,572	14.0	3.7	6.1	.8	.2	1.5	1.7
AUTOMOTIVE												
Automobiles and other motor vehicles	307	352,295	8.5	153	206,966	9.0	2.3	3.5	.2	.6	1.5	.9
$100,000 to 199,999	39	5,866	11.1	16	2,471	16.4	5.5	5.4	1.0	1.2	2.0	1.3
$200,000 to 299,999	40	9,832	10.8	17	4,038	12.9	3.4	3.9	.4	1.1	3.0	1.1
$300,000 to 499,999	51	19,630	10.3	22	8,548	11.0	3.7	2.8	.5	.8	1.8	1.4
$500,000 to 999,999	73	53,244	9.3	49	37,089	9.2	2.8	3.2	.2	.4	1.5	1.1
$1,000,000 and over	104	263,723	8.1	59	154,820	8.6	2.1	3.5	.2	.6	1.4	.8
Automotive equipment	863	206,917	24.3	514	122,407	25.2	7.8	8.4	1.3	2.3	3.0	2.4
$100,000 to 199,999	514	70,489	26.6	293	40,614	27.3	8.5	8.7	1.6	2.0	3.8	2.7
$200,000 to 299,999	169	40,795	25.9	108	26,125	26.4	8.3	8.8	1.3	2.5	3.1	2.4
$300,000 to 499,999	119	44,666	24.0	81	30,206	24.8	7.3	8.8	1.5	2.1	2.9	2.2
$500,000 and over	61	50,967	20.2	32	25,462	21.3	6.7	7.4	.8	2.6	1.6	2.2
Tires and tubes	102	40,027	13.8	76	18,969	21.1	6.1	7.0	1.9	1.3	2.8	2.0
BEER, WINES AND LIQUORS												
Beer and other fermented malt liquors	621	140,058	13.8	351	82,170	14.1	3.2	3.6	2.7	1.3	1.7	1.6
$100,000 to 199,999	390	53,515	15.3	212	29,136	15.3	3.5	3.7	3.1	1.2	2.0	1.8
$200,000 to 299,999	109	25,780	13.7	63	14,936	14.7	2.8	3.8	3.4	1.4	1.5	1.8
$300,000 to 499,999	85	31,670	12.8	54	20,309	13.2	3.0	3.1	2.2	1.3	2.2	1.4
$500,000 and over	37	29,093	12.4	22	17,789	12.6	3.3	3.8	2.1	1.3	.8	1.3
Wines and liquors	772	345,550	11.2	494	244,676	11.6	3.6	3.8	1.1	.8	1.1	1.2
$100,000 to 199,999	269	38,515	15.2	148	21,109	16.7	5.0	4.4	1.4	1.3	2.5	2.1
$200,000 to 299,999	144	35,297	12.9	90	21,914	13.4	3.6	4.6	1.4	.8	1.5	1.5
$300,000 to 499,999	166	64,001	11.2	106	41,078	11.9	3.5	3.5	1.3	.8	1.2	1.6
$500,000 to 999,999	124	85,359	10.6	97	66,670	10.5	3.6	3.5	.9	.7	.7	1.1
$1,000,000 and over	69	122,378	9.9	53	93,905	10.6	3.4	3.8	1.0	.8	.9	.7
CHEMICALS AND PAINTS												
Dyestuffs	22	12,512	27.7	9	6,839	34.1	6.0	19.7	1.6	1.2	1.2	4.4
Explosives	5	853	12.5	2	x	11.3	3.9	1.1	3.4	.8	.8	1.3
Industrial chemicals	97	61,612	12.3	55	38,456	12.2	4.9	3.7	1.0	1.0	.9	.7
Naval stores	21	21,038	6.2	7	4,346	11.9	4.2	2.6	2.1	1.5	.7	.8
Paints and varnishes	180	45,157	21.9	90	22,629	22.0	6.9	6.6	1.7	2.0	2.6	2.2
All other	57	51,647	19.5	15	39,423	20.8	13.4	6.1	.3	.2	.5	.3
CLOTHING AND FURNISHINGS												
Clothing and/or furnishings (full line)	171	50,027	14.0	108	34,208	13.9	4.7	5.4	.7	.5	1.4	1.2
Men's and boys'	278	88,559	13.2	173	55,095	13.1	4.5	4.8	.7	.8	1.3	1.0
$100,000 to 199,999	141	19,329	14.1	83	11,304	14.5	4.9	6.1	.7	.6	1.6	.6
$200,000 to 299,999	50	12,110	14.3	33	8,060	14.8	5.3	5.2	.8	.5	1.7	1.3
$300,000 to 499,999	45	16,694	13.3	32	12,104	12.9	4.5	3.8	.9	.8	1.5	1.4
$500,000 and over	42	40,426	12.5	25	23,627	11.9	3.9	4.6	.5	.9	1.0	1.0
Women's and children's	487	201,213	13.3	305	142,541	13.1	4.4	4.5	.8	1.0	1.3	1.1
$100,000 to 199,999	184	26,137	12.9	102	14,854	12.8	4.7	4.1	.7	.6	1.8	.9
$200,000 to 299,999	95	23,290	14.1	65	16,012	14.1	5.1	4.2	.8	.8	1.9	1.3
$300,000 to 499,999	94	35,947	13.1	56	21,652	12.8	4.8	4.0	.9	.8	1.5	.8
$500,000 to 999,999	86	60,848	14.0	59	41,650	13.7	4.6	4.9	.8	1.0	1.3	1.1
$1,000,000 and over	28	54,991	12.5	23	48,373	12.5	3.7	4.6	.8	1.4	1.0	1.0
Furs, dressed and fur clothing	75	25,025	11.2	36	14,226	10.8	4.5	3.3	.5	.4	1.2	.9
Hosiery	78	29,111	10.7	42	15,595	11.3	3.8	4.3	.7	.5	1.1	.9
Millinery and millinery supplies	95	26,700	16.7	65	21,025	16.5	5.3	6.3	.6	.7	1.9	1.7
Shoes and other footwear	211	109,688	13.8	146	87,010	13.9	4.1	5.8	.8	.8	1.0	1.4

(continued)

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business	All establishments with sales of more than $100,000			Establishments analyzed								
						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
COAL AND COKE	197	$191,263	11.8	49	$52,105	10.1	2.0	1.7	1.2	1.8	2.3	1.1
DRUGS (FULL LINE)	259	296,835	13.0	194	238,006	13.6	4.7	3.4	.7	2.0	1.0	1.8
$100,000 to 299,999	37	6,731	13.0	20	3,621	12.8	4.7	3.6	.6	1.4	1.4	1.1
$300,000 to 499,999	45	17,437	14.2	33	12,628	13.7	4.6	3.4	.6	2.1	1.6	1.4
$500,000 to 999,999	70	51,237	14.0	54	39,813	13.9	5.3	3.6	.6	1.7	1.3	1.4
$1,000,000 and over	107	221,430	12.7	87	181,944	13.5	4.6	3.3	.7	2.1	.9	1.9
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)												
Drug specialties	76	18,849	15.2	40	8,764	16.5	5.5	4.7	1.3	1.8	1.7	1.5
Patent medicines	32	17,822	15.6	9	4,418	18.8	5.0	9.6	1.5	.9	1.5	.3
Toilet articles and preparations	73	30,117	26.5	24	10,026	28.1	9.3	12.4	3.1	1.2	1.5	.6
All other	40	24,345	17.5	25	8,317	15.8	4.6	5.6	2.1	1.2	1.1	1.2
DRY GOODS (FULL LINE)	217	257,698	14.4	146	135,312	14.7	3.9	5.4	.6	1.2	1.6	2.0
$100,000 to 199,999	57	8,156	13.9	35	4,972	13.7	4.3	4.2	.9	.6	2.1	1.6
$200,000 to 299,999	31	7,569	15.3	20	4,942	15.1	5.2	5.4	.8	.7	1.4	1.6
$300,000 to 499,999	37	14,615	16.3	28	10,978	16.1	5.2	5.5	.7	1.0	1.6	2.1
$500,000 to 999,999	42	32,310	14.4	30	23,175	13.9	4.3	5.3	.8	.9	1.3	1.3
$1,000,000 and over	50	195,048	14.3	33	91,245	14.8	3.5	5.5	.5	1.3	1.7	2.3
DRY GOODS (SPECIALTY LINES)												
Notions	178	53,315	17.4	112	31,215	19.2	7.2	7.4	.9	.8	1.7	1.2
Piece goods	505	226,805	10.4	309	139,871	10.6	3.8	3.4	.6	.5	1.1	1.2
$100,000 to 199,999	196	27,725	13.9	110	16,033	14.7	5.3	4.8	.7	.5	1.9	1.5
$200,000 to 299,999	88	21,178	13.7	57	13,579	14.9	5.6	4.7	1.1	.4	1.8	1.3
$300,000 to 499,999	103	39,621	10.8	69	26,658	11.6	4.2	3.5	.6	.5	1.2	1.6
$500,000 to 999,999	74	50,705	9.9	47	32,261	9.6	3.6	2.8	.7	.5	.9	1.1
$1,000,000 and over	44	87,576	8.6	26	51,340	8.4	2.7	3.0	.4	.4	.8	1.1
All other	69	14,741	16.3	49	11,705	16.7	6.9	5.3	.9	.2	1.6	1.8
ELECTRICAL GOODS												
Electrical merchandise, except appliances	614	244,493	15.7	421	187,773	14.6	4.7	4.9	.7	1.7	1.6	1.0
$100,000 to 199,999	236	34,063	18.5	140	20,779	17.0	5.6	5.1	1.0	1.5	2.3	1.5
$200,000 to 299,999	119	29,096	16.2	74	18,327	15.1	4.8	4.8	.6	2.1	1.6	1.2
$300,000 to 499,999	132	50,300	14.8	102	38,857	13.6	4.3	4.9	.6	1.4	1.6	.8
$500,000 to 999,999	81	56,098	16.3	64	44,306	15.1	4.9	5.3	.7	1.7	1.6	.9
$1,000,000 and over	46	74,936	14.3	41	65,504	14.0	4.5	4.6	.6	1.8	1.5	1.0
Radios, refrigerators and appliances	427	264,854	18.0	250	187,545	18.6	4.6	9.4	.8	.9	1.3	1.6
FARM PRODUCTS - RAW MATERIALS												
Cotton	120	186,934	5.1	42	89,463	5.9	1.2	.8	1.9	.7	.3	1.0
Grain	298	424,950	5.8	105	147,413	5.9	1.7	.7	.4	1.4	1.1	.6
Hides, skins, and furs (raw)	298	137,566	7.7	163	91,140	7.1	2.6	1.4	.4	1.0	.8	.9
Horses and mules	3	722	9.3	--	--	--	--	--	--	--	--	--
Livestock	5	1,140	8.2	1	x	11.6	4.1	2.1	1.2	1.7	1.2	1.3
Silk (raw)	3	10,140	4.5	3	10,140	4.5	2.0	1.2	.2	.2	.1	.8
Tobacco (leaf)	68	43,721	14.8	21	12,497	15.3	5.5	1.8	.8	3.8	1.0	2.4
Wool and mohair	92	147,871	5.9	61	98,717	5.7	1.9	1.4	.5	.7	.4	.8
All other	54	28,159	11.1	22	13,366	13.1	5.6	2.3	1.5	1.3	1.2	1.2
FARM PRODUCTS - CONSUMER GOODS												
Dairy products	681	342,901	15.9	309	186,053	15.2	2.7	3.2	3.8	1.6	2.4	1.5
Poultry and poultry products	488	189,331	7.2	249	113,751	7.3	1.9	1.4	.9	1.1	1.0	1.0
Dairy and poultry products	473	277,709	7.8	312	206,500	8.0	2.0	1.8	1.3	1.0	1.0	.9
Fruits and vegetables (fresh)	2,140	786,588	10.0	1,379	523,277	11.0	2.6	2.2	2.3	1.4	1.4	1.1
$100,000 to 199,999	925	131,265	12.2	530	75,583	12.8	3.0	2.7	2.3	1.2	2.1	1.5
$200,000 to 299,999	472	114,588	11.3	308	75,438	11.5	2.8	2.3	2.1	1.2	1.6	1.5
$300,000 to 499,999	358	136,716	10.7	257	98,136	11.0	2.7	2.3	2.3	1.3	1.4	1.0
$500,000 to 999,999	269	183,458	9.4	201	136,808	10.2	2.4	2.2	1.8	1.6	1.3	.9
$1,000,000 and over	116	220,561	8.3	83	137,312	10.4	2.3	1.8	3.1	1.4	1.0	.8
All other	13	4,198	9.3	10	3,778	9.1	2.9	1.5	.8	1.6	1.3	1.0
FARM SUPPLIES												
Feed	363	114,047	8.8	123	34,809	10.9	3.1	2.0	1.6	1.4	1.4	1.4
Fertilizer	16	10,708	10.0	4	4,349	13.6	3.9	1.8	3.0	.3	2.1	2.5
Seeds	189	81,727	18.5	109	51,187	20.8	5.3	5.2	2.2	3.2	3.1	1.8
All other	17	3,711	10.3	3	1,068	5.4	1.4	1.2	.8	.7	.4	.9

(continued)

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business	All establishments with sales of more than $100,000			Establishments analyzed								
						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
FURNITURE AND HOUSE FURNISHINGS												
China, glassware and crockery	52	$14,046	22.9	32	$9,397	22.0	7.5	8.5	1.4	1.7	2.2	.7
Floor coverings	152	76,120	12.9	93	50,251	13.3	4.7	4.1	.8	.9	1.5	1.3
Furniture (household and office)	94	27,955	19.5	62	18,391	20.7	6.5	6.5	1.2	1.9	2.8	1.8
House furnishings (except as specified)	149	39,325	14.6	80	21,262	14.7	4.8	4.1	1.4	1.1	1.6	1.7
Musical instruments and sheet music	35	10,966	29.4	18	6,811	28.7	10.6	9.2	1.4	2.1	2.9	2.5
GENERAL MERCHANDISE	119	122,461	15.8	89	111,280	16.1	4.6	5.4	.7	2.3	1.7	1.4
GROCERIES (FULL LINE)	2,885	1,685,807	9.2	1,857	1,260,377	9.3	2.4	2.5	1.1	1.3	1.0	1.0
$100,000 to 199,999	591	86,737	8.6	272	41,267	9.6	2.4	2.3	1.3	1.0	1.2	1.4
$200,000 to 299,999	594	147,249	8.3	337	84,054	8.8	2.3	2.2	1.1	.9	1.0	1.3
$300,000 to 499,999	741	287,663	8.4	489	191,377	8.6	2.2	2.1	1.0	1.1	1.0	1.2
$500,000 to 999,999	627	429,407	8.7	480	331,718	8.7	2.3	2.3	1.0	1.1	.9	1.1
$1,000,000 and over	332	734,751	10.2	279	611,961	9.9	2.6	2.8	1.3	1.5	.9	.8
GROCERIES AND FOODS (SPECIALTY LINES)												
Canned goods	107	57,076	12.4	58	30,507	13.6	3.9	4.1	1.7	1.6	1.1	1.2
Coffee, tea and spices	208	86,896	22.3	138	54,946	25.6	5.8	10.2	2.7	2.9	2.4	1.6
Confectionery	276	57,011	11.4	152	32,282	12.0	3.2	3.8	1.5	.9	1.3	1.3
Fish and sea foods	319	85,649	18.4	211	60,254	19.2	4.5	3.5	3.6	3.1	2.1	2.4
Flour	197	65,235	9.1	94	37,784	9.4	2.6	2.3	1.1	1.1	1.0	1.3
Meats and meat products	959	386,574	10.2	643	278,714	11.3	2.8	2.3	1.3	1.4	1.6	1.9
$100,000 to 199,999	365	51,991	12.2	217	31,526	13.0	3.0	2.9	1.5	1.3	2.5	1.8
$200,000 to 299,999	196	47,654	11.5	131	31,811	12.0	3.3	2.7	1.3	1.2	1.9	1.6
$300,000 to 499,999	183	70,665	10.0	126	48,784	10.4	2.8	2.2	1.2	1.1	1.8	1.3
$500,000 and over	215	216,264	9.5	169	166,593	11.2	2.7	2.2	1.2	1.6	1.4	2.1
Soft drinks	43	10,596	16.2	7	1,769	28.7	6.5	7.2	5.9	4.3	2.2	2.6
Sugar	89	54,969	5.2	30	27,308	4.1	1.2	1.1	.6	.4	.4	.4
Other food and grocery specialties	1,062	369,862	11.6	607	236,870	11.8	3.1	3.1	1.5	1.2	1.3	1.6
HARDWARE												
Hardware (full line)	512	372,424	17.9	326	257,316	17.7	5.6	5.8	.8	2.1	2.1	1.3
$100,000 to 199,999	109	15,831	20.9	52	8,002	21.7	6.1	7.6	1.6	1.2	2.9	2.3
$200,000 to 299,999	113	27,452	19.9	70	17,222	20.9	6.3	5.8	1.7	1.7	3.4	2.0
$300,000 to 499,999	104	40,888	18.2	69	27,173	17.3	5.5	5.5	.9	1.6	2.3	1.5
$500,000 to 999,999	102	72,418	17.7	74	51,790	17.6	5.5	5.5	.9	1.8	2.2	1.7
$1,000,000 and over	84	215,835	17.4	61	153,129	17.2	5.5	5.8	.7	2.5	1.8	.9
Hardware (specialty lines)	108	26,909	19.7	47	12,734	19.8	6.8	6.5	1.4	1.8	1.8	1.5
JEWELRY AND OPTICAL GOODS												
Jewelry (full line)	95	36,230	16.6	65	27,578	17.2	6.2	6.3	.4	.4	1.8	2.1
Clocks and watches	28	13,607	13.8	15	8,669	13.7	5.8	4.2	.6	.1	1.0	2.0
Diamonds and other precious stones	35	6,732	12.4	13	2,660	15.3	5.8	5.4	.1	--	2.1	1.9
Other jewelry specialties	91	31,091	17.1	37	11,900	19.5	7.3	7.3	1.2	1.0	1.7	1.0
Optical goods	70	15,576	36.9	23	6,018	35.0	13.1	10.5	1.6	4.4	2.9	2.5
LUMBER AND CONSTRUCTION MATERIALS												
Builders' supplies (full line)	212	61,405	21.5	96	26,461	19.4	5.6	4.0	2.4	2.7	2.8	1.9
Lumber and millwork	506	166,714	18.5	201	73,815	19.5	5.2	4.1	2.9	3.2	2.2	1.9
$100,000 to 199,999	242	35,784	21.8	87	13,084	23.7	7.4	4.3	2.3	3.7	3.2	2.8
$200,000 to 299,999	105	25,554	19.5	40	9,817	21.7	7.2	3.6	2.4	3.3	2.9	2.3
$300,000 to 499,999	81	30,768	18.0	34	13,160	19.4	5.6	3.2	2.4	3.3	2.4	2.5
$500,000 to 999,999	53	33,394	17.3	27	17,447	15.6	4.9	4.0	1.7	2.5	1.6	.9
$1,000,000 and over	25	41,214	16.4	13	20,307	19.1	2.7	4.9	4.8	3.3	1.7	1.7
Brick, tile and terra cotta	27	4,918	20.6	8	1,503	20.5	7.5	4.1	3.1	1.8	1.9	2.1
Cement, lime and plaster	48	15,290	17.5	16	6,349	16.7	5.3	3.8	2.1	2.1	1.5	1.9
Glass	65	15,683	28.9	35	9,006	28.7	8.6	5.9	2.3	6.5	3.7	1.7
Sand, gravel and crushed stone	28	7,244	28.0	10	3,321	32.9	6.9	3.8	11.1	1.3	6.1	3.7
All other	24	14,010	16.6	3	2,526	24.3	5.0	4.6	.6	.5	6.2	7.4

(continued)

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business	All establishments with sales of more than $100,000			Establishments analyzed								
						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
MACHINERY, EQUIPMENT AND SUPPLIES												
Commercial machinery, equipment and supplies												
Office (except furniture)	38	$9,227	28.3	10	$2,664	30.6	14.4	8.5	2.0	1.6	2.7	1.4
Store, restaurant and hotel	103	28,347	24.7	45	13,766	24.7	8.1	9.2	1.2	2.1	2.4	1.7
All other	17	3,658	17.9	9	2,025	18.1	5.8	7.7	.8	.5	1.9	1.4
Farm and dairy machinery and equipment	115	37,472	17.4	51	23,129	17.1	4.6	4.6	.7	1.3	1.5	4.4
Industrial equipment and supplies												
Industrial (full line)	162	78,102	18.9	102	54,122	18.7	5.6	6.3	1.1	1.9	2.1	1.7
Belting, hose and packing	40	7,966	25.0	22	4,222	26.6	11.9	9.3	.8	1.2	2.4	1.0
Power transmission equipment	16	4,211	23.5	5	2,022	32.1	10.0	9.2	.9	3.4	2.1	6.5
Rope, cordage and twine	31	12,879	10.8	15	7,462	10.4	3.7	4.3	.6	.5	.7	.6
All other	275	75,969	19.2	137	40,803	19.5	7.3	5.7	1.4	1.7	1.8	1.6
Industrial machinery												
Construction (including road building)	144	48,748	18.0	47	17,883	17.3	5.2	6.7	.7	1.2	1.6	1.9
Machine tools	28	8,455	16.6	20	6,636	16.1	5.4	6.1	.8	1.0	1.7	1.1
Mining and quarrying	30	9,350	17.6	12	5,571	17.9	4.6	5.8	1.1	2.0	2.0	2.4
Oil well and oil refining	359	129,261	9.9	60	25,503	8.2	1.9	2.6	.6	.8	1.3	1.0
Power plant	19	3,913	22.0	6	1,081	20.4	6.5	7.2	1.3	1.4	1.7	2.3
Textile	15	3,871	24.6	5	1,982	26.9	9.1	10.7	1.0	.5	1.6	4.0
Used machinery and equipment	32	6,917	26.8	8	2,155	29.3	9.4	6.0	2.2	7.0	3.3	1.4
All other	60	14,448	25.3	20	4,642	30.2	12.0	6.4	1.7	1.7	3.7	4.7
Professional equipment and supplies												
Dental	76	16,303	29.0	36	8,108	28.4	9.0	10.9	1.3	.7	3.8	2.7
Surgical, medical and hospital	57	20,172	27.7	24	9,181	32.5	11.3	14.0	1.2	1.8	2.3	1.9
All other	69	23,711	25.0	33	8,424	25.7	10.0	6.9	1.5	1.8	2.5	3.0
Service equipment and supplies												
Barber and beauty parlor	93	21,753	32.5	50	11,001	36.3	11.8	14.5	2.2	1.6	3.6	2.6
Laundry	65	18,549	20.9	19	7,068	18.8	5.1	8.0	1.2	2.2	1.1	1.2
Upholsterers'	76	20,459	23.3	45	15,201	25.6	9.3	8.5	1.4	1.2	2.8	2.4
All other	89	21,323	22.4	33	8,373	28.4	9.0	12.8	1.5	1.4	2.3	1.4
Transportation equipment and supplies												
Aircraft and aeronautical	3	757	21.3	2	x	33.9	13.2	7.2	.7	1.3	2.6	8.9
Railroad	17	15,646	22.0	6	5,112	28.4	13.9	9.1	1.9	1.7	1.4	.4
Boats (including motor, sail and steam)	14	3,586	19.5	11	2,283	20.4	7.9	5.1	1.6	.8	2.4	2.6
All other	27	8,563	19.3	15	4,221	18.9	9.3	3.9	1.4	.8	1.3	2.2
METALS AND METAL WORK (EXCEPT SCRAP)												
Iron and steel (except structural)	175	73,237	18.9	105	40,911	18.5	6.4	4.5	1.8	2.3	2.3	1.2
Structural iron and steel	53	17,342	20.1	25	8,594	21.8	6.8	4.5	2.0	4.1	3.0	1.4
Wire, wire fence and wire rope	18	4,884	13.5	12	3,176	12.4	3.8	3.7	.4	2.4	1.3	.8
Copper	10	4,331	9.7	6	3,242	8.7	3.0	2.6	.6	.8	.8	.9
Sheet metal products	91	35,887	15.1	47	22,444	15.3	5.2	3.6	1.4	2.6	1.4	1.1
Other metals and metal work	50	83,864	4.7	24	17,301	12.8	3.6	4.1	1.2	1.3	1.1	1.5
PAPER AND ITS PRODUCTS												
Wrapping or coarse paper and products	656	250,368	17.3	440	171,146	17.2	5.3	6.0	1.4	1.6	1.6	1.3
$100,000 to 199,999	258	36,353	19.7	167	23,732	19.2	5.8	6.4	1.7	1.7	2.1	1.5
$200,000 to 299,999	150	36,412	17.6	102	24,745	17.9	5.7	6.0	1.6	1.4	1.7	1.5
$300,000 to 499,999	116	44,465	18.3	87	33,440	18.0	6.0	6.1	1.4	1.6	1.6	1.3
$500,000 to 999,999	88	59,329	17.4	53	35,435	18.2	5.8	6.2	1.6	1.5	1.6	1.5
$1,000,000 and over	44	73,809	15.3	31	53,794	14.9	4.3	5.6	1.1	1.6	1.4	.9
Fine or printing and writing paper	125	58,132	17.6	91	47,168	18.1	5.4	6.0	1.5	1.7	1.8	1.7
Stationery and stationery supplies	89	25,323	21.8	58	16,506	22.4	7.3	7.3	1.7	2.0	2.4	1.7
Wall paper	44	8,749	31.0	31	5,830	34.1	9.0	10.9	2.9	2.2	4.3	4.8
PETROLEUM AND ITS PRODUCTS	166	111,318	12.0	97	54,350	14.2	4.1	4.2	1.8	1.1	1.7	1.3

(continued)

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business	All establishments with sales of more than $100,000			Establishments analyzed								
						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES												
Plumbing and heating (full line)	363	$110,926	18.6	206	$64,218	18.7	6.0	4.6	1.2	2.0	2.4	2.5
$100,000 to 199,999	157	22,671	19.8	96	13,560	20.7	6.8	4.4	1.8	1.7	3.0	3.0
$200,000 to 299,999	84	20,325	20.0	40	9,976	20.9	6.9	5.4	1.1	1.7	3.0	2.8
$300,000 to 499,999	77	29,423	19.1	44	16,963	18.4	6.0	5.0	1.1	1.8	2.2	2.3
$500,000 and over	45	38,507	16.9	26	23,719	16.8	5.3	4.0	1.0	2.4	1.9	2.2
Heating (including stoves and ranges)	65	19,038	21.8	38	9,958	21.9	6.9	5.8	1.6	2.3	3.3	2.0
Plumbing fixtures, equipment and supplies	255	63,063	19.0	145	38,247	19.9	6.5	4.8	1.6	2.2	2.3	2.5
All other	29	6,734	23.3	10	2,675	22.1	7.7	8.0	.3	2.7	1.4	2.0
TOBACCO AND ITS PRODUCTS (EXCEPT LEAF)	1,274	717,927	5.4	740	490,244	5.2	1.5	1.6	.5	.5	.5	.6
$100,000 to 199,999	344	49,603	6.6	126	19,163	7.4	1.9	2.2	.8	.3	1.3	.9
$200,000 to 299,999	271	66,790	5.4	135	33,463	6.4	1.8	2.0	.7	.3	.8	.8
$300,000 to 499,999	261	101,989	5.4	169	65,219	5.6	1.6	1.7	.6	.3	.7	.7
$500,000 to 999,999	250	170,813	5.0	195	133,442	5.3	1.4	1.6	.5	.5	.6	.7
$1,000,000 and over	148	328,732	5.5	115	238,957	4.7	1.4	1.5	.5	.5	.3	.5
WASTE MATERIALS												
Iron and steel scrap	249	139,220	10.7	102	47,521	13.6	3.6	1.6	3.3	2.4	1.9	.8
Junk and scrap (full line)	193	53,030	14.7	107	31,258	14.4	3.7	1.4	2.8	3.0	2.3	1.2
Waste paper, rags and rubber	267	100,478	15.3	144	61,159	15.9	4.3	2.1	2.8	3.5	2.0	1.2
Nonferrous metals	81	26,402	8.0	20	12,614	9.0	2.7	.9	1.7	1.6	1.1	1.0
ALL OTHER PRODUCTS												
Books, periodicals and newspapers	215	88,305	19.0	68	20,586	21.6	7.1	7.3	2.7	1.8	1.7	1.0
Flowers and nursery stock	77	15,532	19.3	45	8,725	18.8	6.1	5.7	1.5	1.0	2.7	1.8
Forest products (except lumber)	75	26,401	14.2	32	14,670	13.2	5.0	1.5	3.5	1.1	1.2	.9
Leather and leather goods	277	73,012	11.9	127	44,122	12.3	4.1	3.7	.9	.9	1.6	1.1
Oils and greases (animal and vegetable)	31	25,528	9.0	11	6,760	9.0	3.5	1.7	1.3	1.1	1.1	.3
Rubber (crude)	9	11,229	8.4	2	x	12.8	1.7	4.2	4.8	.5	.2	1.4
Textiles and materials other than dry goods	74	24,551	15.2	39	13,213	17.9	6.9	4.4	1.8	1.5	2.2	1.1
Yarns	62	34,055	8.0	33	22,381	8.0	3.3	2.0	.4	.3	1.2	.8
Miscellaneous kinds of business	70	22,614	18.8	42	14,899	18.9	6.1	7.3	1.8	1.0	1.3	1.4

CONFIDENTIAL CENSUS REPORT

Your report is required by Act of Congress. This Act also makes it unlawful for the Bureau to disclose any facts, including names or identity, from your census reports. Only sworn census employees will see your statements. Data collected will be used solely for preparing statistical information concerning the Nation's population, resources, and business activities. Your Census Reports Cannot Be Used for Purposes of Taxation, Regulation, or Investigation.

Form 31

WHOLESALE SCHEDULE:
- SERVICE WHOLESALERS
- LIMITED-FUNCTION WHOLESALERS
- MANUFACTURERS' SALES BRANCHES
- MANUFACTURERS' SALES OFFICES
- COMMISSION MERCHANTS

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

16-207

Supervisor's District No. _____
Enumeration District No. _____
Consecutive number of report _____
Area Code _____ Card No. _____
(CODE—Do not use)

CENSUS OF BUSINESS: 1939

A separate report should be prepared for each wholesale distributing establishment or location. Combined reports for two or more establishments, even though under the same management or ownership, cannot be accepted except on special instructions.

Report the full year's operations for the calendar year 1939, if possible, even if ownership has changed during the year. A 12-month period ending within a month before or after December 31, 1939, may be reported if books are kept on other than a calendar-year basis.

1. DESCRIPTION OF ESTABLISHMENT:

a. Name of establishment _____

b. Name of owner _____ Race (*not for corporations*) _____ (White, Negro, other)

c. Location of establishment
- State _____ County _____ Township _____ (Or other minor civil division)
- Name of city, town, or village _____
- Street and number _____
- Is this street number located within the corporate limits of the city, town, or village named above? (Yes or No) _____

1 _____
2 _____
CODE—Do not use

d. Home-office or business address of owner _____ (Street address) (City) (State)

e. Legal form of organization: (Place check mark in proper square)
- ☐ Individual proprietorship.
- ☐ Partnership.
- ☐ Cooperative association.
- ☐ Corporation.
- ☐ Other (specify)— _____

f. Date (year) of original establishment of this business in this city _____

g. Date of acquisition or establishment in this city under present ownership ___ Month _____ Year _____

h. Total number of wholesale establishments or units owned by this organization in the United States any time during 1939 (including the establishment covered by this report) _____ _____

i. Does this establishment sponsor or is it affiliated with a voluntary group of retailers? (Yes or No) _____
If yes,
1. Give name of group _____
2. What percentage of your 1939 sales was made to retail members of this group? _____ percent.

j. Is this establishment operated by a cooperating group of retailers? (Yes or No) _____
If yes,
1. Give name of group _____
2. What percentage of your 1939 sales was made to retail members of this group? _____ percent.

2. KIND OF BUSINESS:

a. Kind of business _____
(Give usual name or designation by which the establishment is known to the trade or public)

EXAMPLES.—Automotive equipment, full-line drugs, drug specialties, full-line dry goods, men's and boys' clothing, electrical merchandise (full-line), fresh fruits and vegetables, jewelry, full-line groceries, grocery specialties, confectionery, oil-well supplies, hardware and kindred lines, etc.

CODE—Do not use	3	4	5	6	7

3. TYPE OF OPERATION:

(Check the principal function performed or type of operation; i. e., the function or type that accounts for more than 50 percent of the business of the establishment)

CHECK ONLY ONE

SERVICE WHOLESALERS

- ☐ Wholesale merchant or jobber 00
- ☐ Converter (textile) 02
- ☐ Export merchant 03
- ☐ Importer 04
- ☐ Industrial distributor 05

LIMITED-FUNCTION WHOLESALERS

- ☐ Cash-and-carry wholesaler 06
- ☐ Drop shipper or desk jobber 07
- ☐ "Wagon distributor" 08
- ☐ Retailer-cooperative warehouse 09

MANUFACTURERS' SALES BRANCHES

(Owned by manufacturer)

- ☐ Carrying stock for delivery 11
- ☐ Carrying no stock 22

OTHER TYPES

- ☐ Commission merchant 42
- ☐ Other (specify)—

.....

.....

8 .....
9 .....
10 .....
CODE—Do not use

4. NET SALES:

(Commission merchants should report selling value of goods and not commissions received) (Omit cents)

KEY: A–1, B–1, C–1, F–1

a. Net sales and other operating receipts (including all forms of sales taxes) $.....
(Deduct returned goods and allowances)

b. Of the total sales reported under 4–*a* above, give the amount of—
(The sum of 1, 2, 3, 4, 5, and 6 below must equal the amount reported under 4-*a* above)

11 .....
CODE—Do not use

DOMESTIC SALES

		Key
(1) Sales to retailers for resale (*including sales to chains, mail-order houses, department stores, and independent stores*)	$.....	B–2
(2) Sales to household consumers, including employees (*at retail*)	$.....	B–3
(3) Sales to industrial, commercial, professional, and institutional users (*manufacturers, railroads, governmental bodies, contractors, utilities, etc.*)	$.....	B–4
(4) Sales to other wholesale organizations (*including supply houses but not export concerns*)	$.....	B–5
(5) Sales to export intermediaries (*see below for export sales*)	$.....	B–6

EXPORT SALES

(6) Sales made direct to buyers in foreign countries (*including own foreign branches*)	$.....	B–7
c. Of the total net sales, 4-*a* above, how much was made through agents, brokers, and commission merchants?	$.....	B–8
d. Of total net sales, 4-*a* above, how much was accounted for by local, State or Federal taxes which were collected from customers, over and above your selling price, and paid by you directly to any governmental taxing agency?	$.....	A–2

5. CASH-CREDIT ANALYSIS OF SALES:

12 .....
CODE—Do not use

(Omit cents)

a. How much of 1939 sales, 4-*a* above, was made on a SPOT CASH basis?	$.....	B–9
b. How much of 1939 sales, 4-*a* above, was on credit for each of the following periods?		
(1) Credit—10 days or less (payments received within 10 days after date of sale)	$.....	B–10
(2) Credit—11 to 30 days (payments received 11 to 30 days after date of sale)	$.....	B–11
(3) Credit—More than 30 days	$.....	B–12
Total sales, same as 4-*a* above	$.....	

6. STOCKS ON HAND, AND ACCOUNTS RECEIVABLE:

	DECEMBER 31, 1939	Key	DECEMBER 31, 1938	
a. Inventory of merchandise on hand at cost value as of December 31 or nearest inventory date (including goods out on consignment but *not* goods of others held on consignment)	$.....	A–3	$.....	A–4
b. Accounts and notes receivable outstanding as of December 31	$.....	A–5	$.....	A–6

(Omit cents)

CODE—Do not use .....

	$.....	B–13

7. PROPRIETORS AND FIRM MEMBERS: (Does not apply to corporations)

a. Number of proprietors and firm members devoting major portion of their time to the business, whether or not paid a regular salary or drawing account..... ..... A–7 C–2 F–2

8. EMPLOYMENT AND PAY ROLL: (except proprietors and firm members)

(Omit cents)

a. Total pay roll for the year 1939—salaries, wages, bonuses, and commissions..... $..... A–8

If a corporation, include amount paid to officers and executives; if an unincorporated business, DO NOT include here the amount withdrawn by proprietor-owners. Report as pay roll the full amount of salaries, wages, bonuses, and commissions, before deductions for Social Security, insurance, dues, etc. Do not include payments in kind, such as meals, lodging, etc.

b. How much of total pay roll shown in 8-*a* above was paid to part-time employees?.. $..... A–9
(Part-time employees are those who work less hours than the full workweek.)

c. Total number of all paid employees (full-time and part-time combined) on pay roll for period ended nearest 15th of each month:

	Jan. C–3	Feb. C–4	Mar. C–5	Apr. C–6	May C–7	June C–8	July C–9	Aug. C–10	Sept. C–11	Oct. C–12	Nov. C–13	Dec. C–14	(Do not use) C–15	
Full-time and part-time combined														A–10

(Do not include here the proprietors and firm members reported in Inquiry 7)

d. Of the total number of employees shown above for one pay roll in October how many are..... Males ..... C–16; Females C–17

9. EMPLOYMENT AND PAY ROLL DURING A TYPICAL WEEK:

(The purpose of this inquiry is to show the analysis of a normal pay roll by classifications. Give figures for week ending Oct. 21, 1939. For highly seasonal businesses, report instead one week of normal employment during active season. Report pay roll in accordance with definition under 8-*a* above)

Week covered: From ....., 1939 to ....., 1939

CLASSIFICATION (Do not include here persons reported in Inquiry 7 above)	FULL-TIME: Number of paid full-time employees during week	Key	FULL-TIME: Pay roll for the week for full-time employees (salaries, wages, bonuses, and commissions earned) (*One week only*)	Key	PART-TIME: Number of paid part-time employees during week	Key	PART-TIME: Pay roll for the week for part-time employees (salaries, wages, bonuses, and commissions earned) (*One week only*)	Key
a. Executives and salaried corporation officers		D–1	$	D–2	x x x		x x x	
b. Office and clerical employees, not including selling employees		D–3	$	D–4		D–5	$	D–6
c. Inside selling employees		D–7	$	D–8		D–9	$	D–10
d. Outside selling employees		D–11	$	D–12		D–13	$	D–14
e. Warehouse employees (including supervisors and shipping clerks)		E–1	$	E–2		E–3	$	E–4
f. Other employees		E–5	$	E–6		E–7	$	E–8
g. TOTAL NUMBER and amount of pay roll for the week (total of *a* to *f*, inclusive)		E–9	$ (Omit cents)	E–10		E–11	$ (Omit cents)	E–12

CAUTION.—Pay rolls kept on other than weekly basis, as well as bonuses and commissions, should be converted to weekly equivalent. Full-time employees are those who work or are paid for the full number of hours of the workweek. All others should be reported as part-time employees.

10. OPERATING EXPENSES: (Include pay roll here as well as in Inquiry 8 above)

(Omit cents)

a. TOTAL operating expenses, including pay roll but not cost of merchandise..... $..... A–11

b. ANALYSIS of expenses (to be answered by WHOLESALE MERCHANTS and INDUSTRIAL DISTRIBUTORS whose 1939 sales exceeded $100,000. All other wholesale establishments report total only, 10-*a* above).

(1) Administrative expenses (*such as officers' salaries and traveling expenses; office salaries; professional services; office supplies and stationery; postage; depreciation on office furniture and equipment, etc.*)..... $..... F–3

(2) Selling expenses (*such as salesmen's salaries, commissions and expenses; house salesmen's salaries; advertising, etc.*)..... $..... F–4

(3) Delivery expenses (*such as wages, out-freight, express, parcel post, contract delivery, trucking, depreciation on trucks, etc.*)..... $..... F–5

(4) Warehouse expenses (*such as warehouse salaries, boxing and packing, etc.*) $..... F–6

(5) Occupancy expenses (*such as rent; maintenance labor; heat, light, power, and water; building repairs and supplies; insurance, taxes, and depreciation on buildings, etc.*)..... $..... F–7

(6) Other expenses (*such as interest on bank loans, losses from bad debts, etc.*) $..... F–8

(7) TOTAL OPERATING EXPENSES including pay roll (*sum of 1 to 6, inclusive*)..... $..... F–9

11. ANALYSIS OF SALES BY COMMODITIES:

Consult the entire list of commodities checking (✓ in front of the number) each item sold and then report the dollar amounts for the year 1939. If book figures are not available, give the best possible approximations.

Total sales (same as 4–*a*) _____ $_____ Key G-1

Key G-2 Check here	COMMODITIES	SALES (Omit cents) Key G-4	SALES (Omit cents) Key G-3
	FOOD AND RELATED PRODUCTS		
	00 Bakery Products (bread, biscuits, crackers, etc)		$
	10 Beer and Other Fermented Malt Liquors		$
	20 Butter and Cheese		$
	30 Canned Goods, total (sum of 31 to 36)		$
	31 Canned fruits	$	
	32 Canned vegetables	$	
	33 Canned fish and sea foods	$	
	34 Canned meats	$	
	35 Canned milk (condensed, evaporated, and powdered)	$	
	36 Other canned foods	$	
	40 Coffee, total (sum of 41 and 42)		$
	41 Green	$	
	42 Roasted	$	
	50 Confectionery, total (sum of 51 to 54)		$
	51 Candy	$	
	52 Chewing gum	$	
	53 Ice cream and frozen ices	$	
	54 Other confectionery	$	
	60 Dairy and Poultry Products, Except Butter and Cheese, total (sum of 61 to 64)		$
	61 Eggs	$	
	62 Milk and cream, fluid	$	
	63 Poultry	$	
	64 Other dairy and poultry products (Report canned milk under 35, and not here.)	$	
	70 Fish and Sea Foods, total (sum of 71 to 74)		$
	71 Fresh fish	$	
	72 Cured and processed fish	$	
	73 Frozen fish	$	
	74 Other sea foods (except canned)	$	
	80 Flour		$
	90 Fruits and Vegetables, Fresh, total (sum of 91 and 92) (Report dried fruits and vegetables under 119, frosted under 100, and not here.)		$
	91 Fresh fruits	$	
	92 Fresh vegetables	$	
	100 Fruits and Vegetables, Frosted or Frozen		$
	110 Groceries (Except as Listed), total (sum of 111 to 119)		$
	111 Breakfast cereals	$	
	112 Extracts and spices	$	
	113 Lard substitutes and cooking fats	$	
	114 Nuts (all kinds) (Report unroasted peanuts under 260, and not here.)	$	
	115 Oleomargarine and other butter substitutes	$	
	116 Pickles, preserves, jellies, jams, and sauces	$	
	117 Rice, polished (Report unpolished rice under 260, and not here.)	$	
	118 Teas	$	
	119 Other groceries (see item 121)	$	

Key G-2 Check here	COMMODITIES	SALES (Omit cents) Key G-4	SALES (Omit cents) Key G-3
	FOOD AND RELATED PRODUCTS—Continued		
	120 Meats and Meat Products, total (sum of 121 to 124)		$
	121 Lard	$	
	122 Meats, fresh	$	
	123 Meats, cured or smoked	$	
	124 Other meat products (including game) (Report canned meats under 34, and not here.)	$	
	130 Soft Drinks		$
	140 Sugar		$
	150 Wines and Spirituous Liquors, total (sum of 151 and 152)		$
	151 Liquors, distilled and ethyl alcohol	$	
	152 Wines	$	
	160 Other Food and Related Products (specify)		$
	_____	$	
	_____	$	
	_____	$	
	FARM PRODUCTS—RAW MATERIALS		
	170 Cotton, Raw, Including Linters		$
	180 Feed, total (sum of 181 and 182)		$
	181 Hay, straw, and alfalfa	$	
	182 Mixed and other feeds	$	
	190 Grains, total (sum of 191 to 193)		$
	191 Corn	$	
	192 Wheat	$	
	193 All other except rice (Report polished rice under 117, unpolished under 260.)	$	
	200 Hides, Skins, and Furs—Raw, total (sum of 201 and 202)		$
	201 Raw hides and skins	$	
	202 Raw furs	$	
	210 Livestock, total (sum of 211 to 215)		$
	211 Cattle (including calves)	$	
	212 Hogs	$	
	213 Horses and mules	$	
	214 Sheep and lambs	$	
	215 Other livestock	$	
	220 Seeds (Field, Garden, and Flower)		$
	230 Cut Flowers and Plants		$
	240 Tobacco, Leaf		$
	250 Wool, Raw (whether in the grease, scoured, or carbonized)		$
	260 Other Farm Products—Raw Materials (specify—include unroasted peanuts and unpolished rice here)		$
	_____	$	
	_____	$	
	_____	$	
	CLOTHING, DRY GOODS, AND TEXTILES		
	270 Clothing and Furnishings, Men's and Boys', total (sum of 271 to 274)		$
	271 Hats and caps and hat-and-cap materials	$	
	272 Men's and boys' furnishings (except shoes)	$	
	273 Men's and boys' suits and overcoats	$	
	274 Work clothing	$	

11. ANALYSIS OF SALES BY COMMODITIES—Continued.

Key G-2 COMMODITIES	SALES (Omit cents) Key G-4	Key G-3
CLOTHING, DRY GOODS, AND TEXTILES—Continued		
280 CLOTHING AND ACCESSORIES, WOMEN'S AND CHILDREN'S, total (sum of 281 to 288)		$
281 Girls' wear	$	
282 Infants' wear	$	
283 Dresses (women's and misses')	$	
284 Hosiery (women's and misses')	$	
285 Millinery and millinery supplies	$	
286 Underwear, negligees, corsets and robes	$	
287 Women's and misses' suits and coats (except fur coats)	$	
288 Other women's and misses' furnishings and wearing apparel (except shoes and furs)	$	
290 DRESSED FURS AND FUR CLOTHING		$
300 NOTIONS (such as sewing, hair, and shoe accessories)		$
310 PIECE GOODS, total (sum of 311 to 319)		$
311 Cotton piece goods	$	
312 Jute fabrics	$	
313 Linens	$	
314 Rayons	$	
315 Silks and velvets	$	
316 Woolens and worsteds	$	
317 Domestics (sheets, spreads, and comfortables)	$	
318 Curtains; draperies; and curtain, drapery, and upholstery fabrics	$	
319 Other piece goods and yard goods	$	
320 SHOES AND OTHER FOOTWEAR, total (sum of 321 to 326)		$
321 Men's and boys' leather	$	
322 Men's and boys' rubber	$	
323 Women's and children's leather	$	
324 Women's and children's rubber	$	
325 Infants'	$	
326 All other	$	
330 YARNS, total (sum of 331 to 335)		$
331 Cotton yarns (combed, carded or mercerized)	$	
332 Rayon yarns (all kinds)	$	
333 Silk (spun or thrown)	$	
334 Woolen and worsted yarns	$	
335 All other	$	
340 DRY GOODS AND TEXTILE PRODUCTS NOT LISTED ABOVE (specify)		$
	$	
	$	
	$	
AUTOMOBILES AND AUTOMOTIVE EQUIPMENT		
350 AUTOMOBILES AND OTHER MOTOR VEHICLES, total (sum of 351 to 354)		$
351 Automobiles (passenger cars)	$	
352 Trucks, busses, taxicabs, and other commercial vehicles	$	
353 Tractors	$	
354 Motorcycles	$	
360 AUTOMOTIVE EQUIPMENT, PARTS, AND ACCESSORIES, total (sum of 361 to 364) (Report garage and filling-station equipment under 582, and not here.)		$
361 Batteries	$	
362 Automotive accessories	$	
363 Automotive parts	$	
364 Tires and tubes	$	

Key G-2 COMMODITIES	SALES (Omit cents) Key G-4	Key G-3
CHEMICALS, DRUGS, AND RELATED PRODUCTS		
370 DRUGS AND DRUG SUNDRIES, total (sum of 371 to 373)		$
371 Drugs, chemicals, and pharmaceuticals	$	
372 Proprietary medicines, toilet articles and preparations, except soap (Report toilet soap under 411, and not here.)	$	
373 Druggists' sundries	$	
380 INDUSTRIAL AND HEAVY CHEMICALS (including coal tar and other synthetic organic chemicals)		$
390 OILS, VEGETABLE, total (sum of 391 and 392)		$
391 Cottonseed, linseed, etc	$	
392 Essential oils (Report petroleum and its products under 760; cooking fats under 113, and not here.)	$	
400 PAINTS, VARNISHES, LACQUERS, AND ENAMELS		$
410 SOAPS, total (sum of 411 and 412) (Report toiletries under 372, and not here.)		$
411 Toilet soaps	$	
412 Other soaps	$	
420 OTHER CHEMICALS OR RELATED PRODUCTS NOT LISTED ELSEWHERE (specify), total		$
	$	
	$	
	$	
ELECTRICAL COMMODITIES		
430 WIRING SUPPLIES AND CONSTRUCTION MATERIALS, total (sum of 431 to 434)		$
431 Interior wiring and construction materials (such as conduit and fittings, interior wires and cables, wiring devices, safety switches, panels, fuses, etc.)	$	
432 Outside construction materials (such as poles, cross-arms, pole line hardware, outside wires and cables, etc.)	$	
433 Lighting fixtures (residential, commercial and industrial)	$	
434 Incandescent lamps	$	
440 APPARATUS AND EQUIPMENT (such as motors, generators, switchboards, industrial heating equipment, transformers, etc.)		$
450 RADIOS, APPLIANCES AND SPECIALTIES, total (sum of 451 to 454)		$
451 Radio sets, tubes, parts, and accessories; public-address equipment; radio-phonograph combinations	$	
452 Electric household refrigerators (Report commercial refrigerators under 579 or 584.)	$	
453 Electric washing machines	$	
454 All other electrical appliances and specialties (such as clocks, fans, flashlights, food mixers, heating appliances, ranges, water heaters, ironing machines, vacuum cleaners, etc.)	$	
FURNITURE AND HOUSE FURNISHINGS		
460 CHINA, GLASSWARE, AND CROCKERY		$
470 FURNITURE, WOODEN AND METAL, total (sum of 471 to 473) (Report second-hand furniture under 980; electric refrigerators under 452; gas refrigerators under 512, and not here.)		$
471 Household furniture	$	
472 Office and store furniture, wooden	$	
473 Office and store furniture, metal	$	

11. ANALYSIS OF SALES BY COMMODITIES—Continued.

Key G-2 COMMODITIES	SALES (Omit cents) Key G-4	SALES (Omit cents) Key G-3
FURNITURE AND HOUSE FURNISHINGS—Continued		
480 HOUSE FURNISHINGS, total (sum of 481 to 483) (Report china, glassware, and crockery under 460; gas refrigerators under 512; electric refrigerators under 452; furniture under 470; stoves, ranges, etc., under 517; draperies under 318, and not here.)		$
481 Carpets and rugs	$	
482 Linoleum, felt base, and all other floor coverings	$	
483 House furnishings, not listed elsewhere	$	
490 MUSICAL INSTRUMENTS, PHONOGRAPHS, ACCESSORIES, AND PARTS (Report radios and parts and radio-phonograph combinations under 451, and not here.)		$
HARDWARE AND KINDRED PRODUCTS		
500 HARDWARE, total (sum of 501 to 507) (Report iron and steel sheets and shapes under 650 and 670; fittings and valves under 515, and not here.)		$
501 Builders' hardware	$	
502 Heavy hardware	$	
503 Bolts, nuts, rivets, and screws	$	
504 Shelf or light hardware	$	
505 Tools and cutlery (Report machine tools under 573, and not here.)	$	
506 Wire screening	$	
507 All other hardware, not listed elsewhere	$	
510 PLUMBING, HEATING, AND AIR-CONDITIONING EQUIPMENT AND SUPPLIES, total (sum of 511 to 517)		$
511 Air-conditioning equipment	$	
512 Gas appliances and supplies	$	
513 Oil burners	$	
514 Oil burner-furnace combinations	$	
515 Pipe fittings, valves, brass goods, and specialties	$	
516 Plumbing fixtures, equipment and supplies (including sanitary ware)	$	
517 Stoves, ranges, furnaces, heating apparatus, and parts (except gas and electric)	$	
520 SPORTING GOODS (including arms, ammunition, and bicycles) (Report sport clothing under 270, 280, or 320, and not here.)		$
530 Toys and games		$
MACHINERY, EQUIPMENT, AND SUPPLIES		
540 BARBER AND BEAUTY PARLOR EQUIPMENT AND SUPPLIES not listed elsewhere		$
550 FARM AND GARDEN MACHINERY, EQUIPMENT, AND SUPPLIES, total (sum of 551 to 553)		$
551 Dairy equipment and supplies	$	
552 Farm machinery and equipment	$	
553 Garden equipment and supplies	$	
560 INDUSTRIAL EQUIPMENT AND SUPPLIES, total (sum of 561 to 567) (Report electrical equipment under 430 and 440; railroad equipment and supplies under 590, and not here.)		$
561 Belting, hose, packing, and mechanical rubber goods	$	
562 Mechanical power transmission equipment and supplies (such as pulleys, hangers, and bearings)	$	
563 Printing equipment and supplies except paper	$	
564 Metal-working tools (such as drills, reamers, taps, dies, grinding wheels, metal-cutting saws, and files)	$	
565 Materials-handling equipment (such as trucks, casters, and hoists)	$	
566 Rope, cordage, and twine (Report wire rope under 665, and not here.)	$	
567 Other industrial equipment and supplies (Report railroad equipment and supplies under 590, and not here.)	$	

Key G-2 COMMODITIES	SALES (Omit cents) Key G-4	SALES (Omit cents) Key G-3
MACHINERY, EQUIPMENT AND SUPPLIES—Continued		
570 INDUSTRIAL MACHINERY, total (sum of 571 to 579)		$
571 Construction machinery (except road-building)	$	
572 Road-building machinery	$	
573 Machine tools (power-driven)	$	
574 Mining, quarrying, well-drilling, and pumping machinery	$	
575 Oil-well and oil-refining machinery, equipment, and supplies	$	
576 Power-plant machinery and equipment (except electrical machinery)	$	
577 Printing machinery	$	
578 Textile machinery	$	
579 Industrial machinery not listed elsewhere	$	
580 OFFICE, STORE, AND GARAGE EQUIPMENT AND SUPPLIES, total (sum of 581 to 584)		$
581 Office machines and equipment (such as typewriters, computing and manifolding machines, etc.)	$	
582 Garage and filling-station equipment	$	
583 Store machines (cash registers, scales, etc.) (Report metal furniture under 473, and not here.)	$	
584 Store fixtures and equipment	$	
590 RAILROAD EQUIPMENT AND SUPPLIES (Report rails under 671, and not here.)		$
600 DENTAL EQUIPMENT AND SUPPLIES		$
610 SURGICAL AND HOSPITAL EQUIPMENT AND SUPPLIES		$
METALS AND METAL WORK		
620 BUILDING METAL WORK (INCLUDING SHEET METAL), total (sum of 621 to 628)		$
621 Fire escapes, elevator cages, grilles, ornamental metal work, etc.	$	
622 Ventilators and air-conditioning ducts	$	
623 Metal roofing and siding	$	
624 Metal storage tanks, etc.	$	
625 Steel houses and steel garages	$	
626 Fabricated structural work	$	
627 Metal lath	$	
628 Building metal work not elsewhere specified	$	
630 COPPER AND PRODUCTS (such as sheets, plates, bars, rods, etc.)		$
640 IRON AND STEEL PRODUCTS—SEMIFINISHED, total (sum of 641 to 649)		$
641 Pig iron	$	
642 Scrap iron and steel	$	
643 Ingots, blooms, billets, and slabs	$	
644 Sheet and tin-plate bars	$	
645 Wire rods	$	
646 Skelp	$	
647 Rough castings and foundry products	$	
648 Forgings	$	
649 Iron and steel products—semifinished not elsewhere specified	$	
650 IRON AND STEEL PRODUCTS—FLAT, total (sum of 651 to 659)		$
651 Plates	$	
652 Strip—Hot-rolled	$	
653 Strip—Cold-rolled	$	
654 Sheets—Continuous-mill	$	
655 Sheets—Hand-mill	$	
656 Sheets—Galvanized or otherwise coated	$	
657 Black plate	$	
658 Tin plate	$	
659 Iron and steel products—flat—not elsewhere specified	$	

11. ANALYSIS OF SALES BY COMMODITIES—Continued.

Key G-2 COMMODITIES	SALES (Omit cents) Key G-4	Key G-3
METALS AND METAL WORK—Continued		
660 IRON AND STEEL—WIRE AND WIRE PRODUCTS, total (sum of 661 to 669)		$
661 Woven wire fence, gates and accessories	$	
662 Fence posts and fittings	$	
663 Barbed and twisted wire	$	
664 Nails (staples and tacks included)	$	
665 Wire rope or cable except insulated	$	
666 Strand, galvanized, including roadway guard cable	$	
667 Reinforcement mesh	$	
668 Drawn wire	$	
669 Iron and steel—wire and wire products not elsewhere specified	$	
670 IRON AND STEEL FINISHED PRODUCTS—OTHER THAN FLAT AND WIRE, total (sum of 671 to 679)		$
671 Rails, tie plates, splice bars, track spikes, axles, and wheels	$	
672 Bars and small shapes other than concrete reinforcing bars	$	
673 Concrete reinforcing bars, all types	$	
674 Structural shapes	$	
675 Piling and bearing piles—fabricated and unfabricated	$	
676 Cast-iron pipe	$	
677 Steel pipe including lapweld, butt-weld, hammer-weld and riveted	$	
678 Seamless steel tubing	$	
679 Finished products other than flat and wire not elsewhere specified	$	
680 LEAD (METALLIC) AND ZINC AND MANUFACTURES THEREOF		$
690 OTHER NONFERROUS METALS AND MANUFACTURES THEREOF (EXCEPT PRECIOUS METALS)		$
NONMETALLIC MINERALS AND THEIR PRODUCTS		
700 BRICK, TILE, AND TERRA COTTA		$
710 BUILDING STONE, SLATE, AND CONCRETE PRODUCTS		$
720 CEMENT, LIME, PLASTER, AND STUCCO		$
730 COAL AND COKE, total (sum of 731 to 733)		$
731 Anthracite coal	$	
732 Bituminous coal	$	
733 Coke	$	
740 CRUDE NONMETALLIC MINERALS AND THEIR PRODUCTS NOT LISTED ELSEWHERE (Report agricultural limestone and ground phosphate rock under 900, and not here.)		$
750 GLASS (SHEET AND CONTAINERS), total (sum of 751 and 752)		$
751 Sheet glass (including window and plate glass)	$	
752 Glass containers	$	
760 PETROLEUM AND ITS PRODUCTS		$
770 SAND, GRAVEL, AND CRUSHED STONE		$
WOOD, PAPER, AND THEIR PRODUCTS—PRINTING AND STATIONERY		
780 BOOKS, MAGAZINES, AND OTHER PRINTED MATERIALS (INCLUDING SHEET MUSIC) (Report blank books under 830, and not here.)		$
790 LOGS, POLES, POSTS, HEWN TIES, PULPWOOD AND CORDWOOD (see 432)		$
800 LUMBER (ROUGH, DRESSED, AND FINISHED)		$
810 PAPER AND ITS PRODUCTS, EXCEPT WALLPAPER AND STATIONERY, total (sum of 811 to 814) (Report wallpaper under 820, stationery under 830, and not here.)		$
811 Printing and writing papers (including book and newsprint)	$	

Key G-2 COMMODITIES	SALES (Omit cents) Key G-4	Key G-3
WOOD, PAPER, AND THEIR PRODUCTS—PRINTING AND STATIONERY—Continued		
810 PAPER AND ITS PRODUCTS—Continued		
812 Cardboard and paper board	$	
813 Wrapping or coarse paper (Report twine under 566, and not here).	$	
814 Paper products, such as bags, boxes, cups, dishes, napkins, towels, patterns, novelties, etc.	$	
820 WALLPAPER		$
830 STATIONERY AND STATIONERY SUPPLIES, total (sum of 831 and 832)		$
831 Commercial stationery, including typewriter and mimeograph paper in cut sizes	$	
832 Social stationery	$	
840 PLANING-MILL PRODUCTS—WOODWORK, AND OTHER WOOD PRODUCTS		$
COMMODITIES NOT GROUPED ELSEWHERE		
850 AIRCRAFT AND PARTS, total (sum of 851 to 853)		$
851 Craft, heavier than air	$	
852 Craft, lighter than air	$	
853 Equipment and supplies	$	
860 BOATS (INCLUDING MOTOR, SAIL, AND STEAM)		$
870 BUILDING MATERIALS NOT LISTED ELSEWHERE (SUCH AS WALLBOARD, ROOFING, ETC.) (See items 430, 501, 510, 620, 670, 700, 710, 720, 750, 770, 800, 820, 840 for major classes of building materials.)		$
880 CAMERAS, FILMS, AND PHOTOGRAPHIC SUPPLIES		$
890 CIGARS, CIGARETTES, AND TOBACCO, total (sum of 891 to 893) (Report leaf tobacco under 240, and not here.)		$
891 Cigars	$	
892 Cigarettes	$	
893 Tobacco	$	
900 FERTILIZER AND FERTILIZER MATERIALS		$
910 JEWELRY, SILVERWARE, ETC., total (sum of 911 to 914)		$
911 Clocks and watches	$	
912 Jewelry	$	
913 Precious stones and precious metals	$	
914 Silverware and plated ware	$	
920 JUNK AND SCRAP, total (sum of 921 to 924) (Report scrap iron and steel under 642, and not here.)		$
921 Scrap metals other than iron and steel	$	
922 Waste rags	$	
923 Waste rubber	$	
924 Other waste (paper, bottles, boxes, etc.)	$	
930 LEATHER AND CUT STOCK		$
940 LUGGAGE, SADDLERY, AND HARNESS, AND ALL OTHER PRODUCTS MADE OF LEATHER EXCEPT BOOTS, SHOES, CLOTHING, AND LEATHER BELTING (Report shoes and other footwear under 320; clothing under 270 and 280; leather belting under 561, and not here.)		$
950 MOTION PICTURE FILM RENTALS		$
960 OPTICAL GOODS (EXCEPT PHOTOGRAPHIC)		$
970 RUBBER, CRUDE		$
980 SECOND-HAND MERCHANDISE (specify kind), total		$
	$	
	$	
	$	
990 MISCELLANEOUS GROUPS OF COMMODITIES (specify kind), total		$
	$	
	$	
0x0 RECEIPTS FROM SERVICES AND SOURCES OTHER THAN SALE OF MERCHANDISE		$

(SEE NEXT PAGE)

REMARKS: _____

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CERTIFICATE

THIS IS TO CERTIFY that the information contained in this schedule is correct and complete to the best of my knowledge and belief, and covers the period from _____, 19_____, to _____, 19_____

_____
(Signature and official title of person furnishing the information)

_____
(Date of signature)

_____
(Signature of enumerator)

O

U.S. Bureau of the Census.
Sixteenth census of the United States, 1940 : census of business, 1939, wholesale trade ...

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